

THE LAST ROLL-CALL

Through the crowded ranks of the hospital,
Where the sick and the wounded lay,
Slowly, at nightfall, the surgeon
Made his last slow round for the day.

And he paused a moment in silence
By a bed where a boyish face,
With a death-white look, said plainly,
Here will soon be a vacant place.

Poor boy! how fast he is going!
He thought as he turned; when a clear
Unfaltering voice, through the stillness
Ringing out like a bell, called "Here!"

"Ah, my boy, what is it you wish for?"
"Nothing," faintly the answer came;
But with eyes all alight with glory—
"I was answering to my name."

In the tranquil face of the soldier
There was never a doubt or fear—
"They were calling the roll in heaven,
I was only answering 'Here.'"

The soft, dim rays of the lamp-light
Fell down on the dead boy's face;
In the morning the ranks were unbroken,
For another had taken his place.

Far away in God's beautiful Heaven
They are calling the "roll" each day,
And some one slips into the places,
Of those who are summoned away.

OELERICH & BERRY CO.



O & L
Ginger Cake
and
Red Hen
Brands
are
Real Pure
New Orleans
Molasses



We pack our molasses in standard size cans,
which contain from 4 to 6 ounces each more
than other packers.



Old Manse Syrup

It always pays to
BUY THE BEST

Distributed by
ALL MICHIGAN JOBBERS

Packed by
OELERICH & BERRY CO. CHICAGO, ILL.

The Name on the Sack is a Guarantee of its Contents

When specifying cement insist that it be the kind with the
name—

NEWAYGO PORTLAND CEMENT

on every sack.

You can then be assured that this important part of your
construction work is being supplied with material that has proven
its worth, one that will readily adapt itself to your job, no matter
what problems or complications may arise.

Newaygo Portland Cement is not limited in use to the con-
struction of buildings. It may be used above or under ground,
in or out of water. Its many uses have brought about a universal
demand for the cement with a guarantee of uniform quality.

Newaygo Portland Cement Co.

General Offices and Plant
Newaygo, Mich.

Sales Offices
Commercial Savings Bank Bldg.
Grand Rapids, Mich.

Citizens Long Distance Service



Reaches more people in Western Michi-
gan than can be reached through any
other telephone medium.

20,050 telephones in Grand Rapids.

Connection with 150,000 telephones in
Detroit.

USE CITIZENS SERVICE

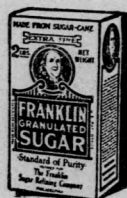
CITIZENS TELEPHONE COMPANY

Proofs of Quality

Customers judge your store by the brands of food
you carry. Brands which have won their confidence
assure confidence in you.

FLEISCHMANN'S YEAST is the brand that has
stood the quality test. Reliable, pure, your customers
know they can always depend upon the store that
sells it.

The Fleischmann Company



You Must Increase Your Volume to Reduce Your Overhead

and this is the only way to increase
your—NET PROFITS.

Franklin Sugar in Packages

brings the retailer a real profit on sugar,
which is about 14% of his volume.

These products sell at sight, increase
volume and are profitable to the re-
tailer:—

FRANKLIN SUGAR HONEY
FRANKLIN CINNAMON & SUGAR
FRANKLIN TEA SUGAR
FRANKLIN GOLDEN SYRUP

The Franklin Sugar Refining Company
PHILADELPHIA

"A Franklin Cane Sugar for every use"
Granulated, Dainty Lumps, Powdered,
Confectioners, Brown, Golden Syrup



MICHIGAN TRADESMAN

Fortieth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 27, 1922

Number 2036

MICHIGAN TRADESMAN

(Unlike any other paper.)

Frank, Free and Fearless for the Good That We Can Do.

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS OF BUSINESS MEN.

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TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

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DEVOTED LIFE TO SCIENCE.

Since the death of Muir and Burroughs a place head and shoulders above our other naturalists had been taken by Enos A. Mills, whose untimely loss will grieve a wide circle of admirers. In the daring of his intimacy with wild mountain heights he surpassed all other students of nature in this country or abroad. Since he established his cabin home on Lon's Peak at sixteen he had lived in the Rockies, winter and summer. Without a companion, without a weapon of any kind, with nothing but a handful of raisins and a few matches, he would range for days over the Continental Divide in the face of the bitterest mid-winter cold. For his ability to cross the high peaks and ridges when nobody else would venture out he was made the Government "snow observer," while his studies of winter wind velocity upon the heights, where the blizzards became veritable tornadoes, were of high scientific value. He confessed to narrow escapes, as when he once plunged through treacherous ice and was instantly incased in frozen garmentst, with no shelter near; but he was heedless of danger.

Self-schooled, Mills had not Muir's pen for describing natural scenery, nor the literary and philosophical faculty of Burroughs. But he wrote a terse, direct English, free from empty theorizing or ornament, yet colored by his warm sympathy for his subject that it was a pleasure to read. The architecture of several of his books, compiled as they were from magazine articles, was poor. That of others was good, and his brief "Story of a Thousand Year Pine" is already a literary classic, studied as such in the schools.

Mills holds his chief place in our nature literature as a delineator of the life of the fauna of the Rockies. His books upon the beaver and the grizzly bear and the chapters upon the mountain lion, smaller bears, wild sheep, deer and other animals scattered through his works have no competi-

tors. His conscientious adherence to the observed fact kept him far from the "nature fakers." Twenty-five years of study went to his book upon the beaver. During one autumn he kept fourteen colonies of beavers under constant watch, visiting them on sixty-five successive days, several of them twice daily. He literally lived with the grizzlies to prepare his book upon them. A normal human being may be defied to read that work without an overwhelming desire to find a grizzly cub for a pet or without swearing eternal hostility to the human swine who shoot grizzlies, so warm is the feeling animating its pages. We had hoped for more such volumes from Mills's pen.

MONKEYING WITH BUZZ-SAW.

Continued thought among retailers seems to be developing the idea that the National Retail Association was rather hasty when it allowed itself to be drawn into a formal proceeding before a Federal board, whose findings, if they favor the petition, will be far-reaching in effect and perhaps react unfavorably on the great bulk of retailers.

Not only are consumers' pools beginning to sit up and take notice but some chains are said to have hinted that if buying exchanges are recognized they will insist on a real quantity price rather than the limited one based on \$200 a month, against which the present protest is made. As one good friend of the independent retailer puts it in a letter to this paper:

"If the testimony is true, the maximum discount is \$200 a month. Suppose, in order to avoid a flood of pool orders, they raised it to \$1,000 or \$2,000 monthly. The chain stores would be sitting pretty, but how about the independent? There's a big question here and it is: 'Is the retailer monkeying with the buzz-saw?'"

"We know the position the Trade Commission took in the Mennen case; this one is similar. If the retailer wins, it means that the edict goes down the line from crackers to cereals, to soaps, to tobacco, etc. Does he wish to be pooled to death or force the jobber into the chain store business?"

ABANDONED CATS.

This is the time of year when people are closing camps for their return to the city and leaving cats and other pets to shift for themselves.

The bird defenders say that cats readily return to the wild, and subsist on birds and small game, but this is true only of a few strong individuals. By far the greater number perish.

There are merciful ways of putting an animal to death if it must be left behind, and to do so is by far the greater kindness.

Make good or make room.

GOLD AND INFLATION.

A financial writer declares that the enormous "hoard of gold in this country is pushing it into inflation." It is undeniable that our large gold holdings are a potential source of price inflation, but so long as they remain merely a "hoard" they can have no such effect. Hoarded gold buys no goods or services and can therefore influence prices from neither the demand nor the supply side. In order to stimulate an advance in prices gold must either circulate or it must be employed as a reserve against expanding credits. So long as it lies idle it can no more make prices go up than can the gold in one's teeth or watch case. Every one knows that very little gold circulates in this country as money. It is seldom seen in cash transactions except on the Pacific Coast, where custom or local pride makes it circulate concurrently with paper and silver. That the gold is not being employed as a basis for the expansion of credit can be seen from any recent weekly statement of the Federal Reserve banks in which it appears that the proportion of gold to note and deposit liabilities is at a very high level, while bill holdings are at a low point.

TURNING TO WIDER FABRICS.

Buyers of ribbons, including both cutters and retail distributors, are displaying a decided tendency now toward wide fabrics instead of the narrow widths that have occupied the position of prominence for a long time. This dropping of the narrow ribbons has been confined almost entirely to fancy grades, and staples are holding up well. Some sellers report that staple narrows are increasing in popularity.

For their fancies and novelties the buyers are now looking toward wide ribbons, and a strong demand is noted for high grade numbers running up from \$22.50 to \$40 or \$45 apiece. Novelty brocades, jacquards and fine metallic figured effects up to ten inches wide are in strong demand now and sellers' shipping rooms are piled with these fabrics being shipped out as rapidly as possible.

The demand is largely for prompt delivery, although many of the millinery and dress houses are now buying for spring production, for delivery through January. Wide staples are not very active, but in narrows there is difficulty now in selling anything but staples, sellers say.

THE FUTURE MONEY MARKET.

A question that is arousing much interest and discussion in business circles is that of the probable duration of the present period of easy money. A few recent occurrences in the money market, such as the slight advance in the rate of bankers' discounts, have

been interpreted by some observers as signs that the tide of money and credit has already touched its high point. The sudden increase in the volume of new securities offered in the New York market, noted during the past fortnight, and the seasonal call for funds to move the crops should be expected to take up some of the slack in the market, and the general expectation among bankers is that there will be more firmness in demand for funds during the next ninety days. It is stated, however, that credit facilities will prove ample for every need, and it is believed that the banks can meet all calls without resort in any large measure to rediscounting operations. This situation does not foreshadow any pronounced change in the state of the money market within the immediate future.

TEST QUALITY OF HOSE.

Large store buyers are investigating the quality of the various brands of silk hose being offered to them. Tests being submitted to the United States Testing Company, Inc., ask for the size of the thread, the number of strands of which it is composed, microscopical examination of the construction of the foot, percentage of weighting present and the strength of the fabric before and after having been submitted to the perspiration test.

Comparison is usually made of two or three samples of hose, although one of the larger stores has recently had eight of the leading popular priced brands tested. A reaction to this growing interest of the buyer to determine the relative quality of the merchandise submitted to him is being found in the "check tests" which manufacturers are having made of their own and competitors' hosiery.

Country Hides Moving at Good Prices.

Country Hides—Strong. Heavy steers listed 14@16c asked; heavy cows 13½@15c asked; buffs 14@15c asked; extreme weights 15½@17c asked; outside prices for shorthaired, free of grub stocks; bulls quoted 10@11c asked.

Calf and Kip—Active. Trading in first salt city calfskins at unchanged price of 21c; resalted fresh city calfskins held at 20c; resalted lots of cities and country calf quoted 15@18c asked. Kipskins also were active at 20c for first salt skins.

Horse Hides—Firm. Values continue to show a wide range, depending on the individual lot; quoted from \$4@5 asked for mixed renderers and countries, with up to \$8 asked for heavy average, all renderers, with full heads and shanks.

Fortune may knock at your door but it wont waste much time hunting for the keyhole.

Items From the Cloverland of Michigan.

Sault Ste. Marie, Sept. 26—The fair at Pickford last week, which was accompanied by three days of sunshine, was a decided success. Everyone reported a wonderful time and even the concession men left smiling. The merchants at Pickford did a good business during the fair and the exhibits were unusually good, much to the credit of Chippewa county and the community of Pickford. Ham Hamilton, of the Pickford grocery, had charge of the large refreshment stand which resulted in his being able to make a fat bank deposit at the close of the fair.

"The pessimist puts two and two together and gets four, but the optimist gets 22."

The building occupied by the Liberty fruit store, at 120 Portage avenue, East, is being remodeled. The structure is being moved back several feet and a new modern front will be installed, which will add much to the appearance of the street.

"The last rose of summer is not here yet, but our Palm Beach suits look like it."

Chas. Farm, proprietor of the Soo Bottling Works, at 303 Maple street, has purchased the property at 916 South Ashmun street. He will move the bottling works into the new quarters as soon as the remodeling is completed.

"Tell sonny the key to success fits the school room door."

The Arnold Transportation Co. which has absorbed the Arnold Transit Co. and the Island Transportation Co., is planning on building two new steel steamers for the Straits of Mackinac and the Les Cheneaux Island service. The proposed new boats will be steel ships, about 155 feet water line, 28 foot beam by 33 feet on deck. The new steamers will greatly benefit St. Ignace, Mackinac Island, Mackinaw

City, Cheboygan and Les Cheneaux Island. The boats will be of the most modern construction for the safety of passengers and the transportation of baggage and freight, including automobiles.

Alex Bush, the popular merchant of Rosedale, is a business visitor here this week.

"The man who never misses a meal would miss one."

The Elite shop, at Manistique, has been purchased by Florence Williams. The business will be continued as heretofore.

The last passenger boat of the season went down the river last week, which means that we will soon have another winter. However, this does not sadden the hearts of the real Soosites, as it means that the partridge, football and hunting seasons will soon be at hand, and in the meantime we can enjoy a period of Indian Summer, which is considered by many to be the finest time of the year. Who with red blood and a clear conscience does not enjoy a Soo Winter with its many winter sports?

Austin J. Lipsett, of the firm of Bainbridge & Lipsett, automobile merchants, has severed his connection with that firm and accepted the management of the Hewitt-Bell Coal Co., which was recently organized. Austin figures that there will be far more demand for coal during the next six months than there will be for cars.

"A woman putting up preserves tells us that sugar prices are uncanny."

Clayton Schenk, formerly of the Marks-Schenk Co., is now associated with the Soo Machine & Auto Co. It is rumored that Mr. Schenk will soon be made manager of the concern.

Twenty years ago this week the first anthracite coal shortage was serious here. Not a pound of it could be had in the city owing to the strike. Schools all over the country which depended on hard coal for fuel had to be closed. However, from present indications

there will be no coal shortage this year.

George Lamb, formerly of the Soo, but now a resident of Detroit, accompanied by his brother, Jack, paid the Soo a visit last week. They are letting their friends in on a big land deal which they are interested in at Detroit. From the information given it looks as if the boys will soon be on Easy street, if their plans materialize, and they are giving their old friends a chance to get in on the ground floor.

The Soo-Snows Railway, which has been proposed for many years is to become a reality in the near future, according to announcements made here. The new company has been organized with a capital of \$250,000. The officers of the new company are as follows: George Combs, President; H. Appleton, Vice-President; M. A. McQueen, Secretary; F. H. Taylor, Treasurer. According to announcements made, a competent engineer will be on the ground the first of next month and the work will be rushed as much as possible. It is proposed to construct a line of railway from Sault Ste. Marie to Cedarville (Les Cheneaux) a distance of thirty-six miles. The principle terminals will be at Sault Ste. Marie and at Cedarville, but direct connections and terminal facilities will be had at Pickford. At Sault Ste. Marie connections will be made with the Soo Line and the Duluth Shore Railway and also with the St. Mary's Traction Co., where connections will be made to Sault Ste. Marie, Ontario. The Cedarville terminal will be so situated that the navigation of Lake Huron can be made available. It will be the aim of the company to meet all requirements and facilitate the transportation of passengers and freight. The equipment to be used are the Edison storage battery cars.

A number of Michigan Soo people are vitally interested this week in reports coming from the Michipicoten gold district, in Ontario, relative to a

new discovery of gold. Probate Judge Charles H. Chapman, of this city, is among those interested. Sam Billings, who has just returned from Michipicoten, brings with him samples of the new gold discovery on the St. Mary's claim in that section, stating that the find, which is one of the most spectacular in Northern Ontario, was made on September 12 by Sam Biron, one of the oldest and best informed prospectors in the district. Samples of the new discovery are on view in the window of the Daily Star, Sault Ste. Marie, Ontario.

Wakefield, a city of 4,152 people, has been called the "beauty spot of the Upper Peninsula." It is at the intersection of two State highways, M-12 and M-28, and is built on the shores of a beautiful lake, completely surrounded by hills. The city claims to have the finest, purest and coolest water in the world. The water is pumped from 400 feet underground to a solid rock tank, built inside of a hill 200 feet above surface. Sanitary conditions that are exceptionally fine were made possible by driving an eight by ten foot tunnel 1,600 feet in solid rock through one of the hills surrounding the city and from that a four foot trunk sewer of solid concrete drains the city. The system is continually flushed by diverting part of a river from its course. The trunk sewer, not including the miles of lateral systems, cost over \$125,000. Wakefield city has a valuation of approximately \$15,000,000, not including the school system. The mines are valued high, which lifts the biggest part of municipal debts from the people's shoulders. The city tax rate for 1922 is \$1.56 per \$100 of assessed valuation. The city owns over \$1,000,000 worth of utilities and roads, sidewalks and buildings. The new Memorial Community Building, now about completed demonstrates a phase in the constructive spirit of the community which is well worth the consideration of other cities. It is a



Barney Langelier has worked in this institution continuously for fifty years.

Barney says—

"By Golly! This cold weather makes you think of home made bread made from American Eagle Flour or Quaker Flour."

American Eagle Flour made from the finest Kansas Wheat, giving four or five loaves more to a small sack than any other flour.

Quaker Flour made from the choicest Minnesota Wheat for particular people.

WORDEN GROCER COMPANY

GRAND RAPIDS

KALAMAZOO—LANSING—BATTLE CREEK

THE PROMPT SHIPPERS

\$300,000 building devoted entirely to concentrating and developing health, happiness and community spirit. No public or civil offices are in the entire building. The whole building is for recreation—opera house, gymnasium, swimming pool, banquet halls, club rooms, lounging rooms and dance floors, together with a swimming beach on the lake shore and fresh air porches.

William G. Tapert.

Rapid Growth of the Chain Store.

The chain store convention, held in New York City last week, was more than a gathering of the few members in attendance; it was a mile stone in an evolutionary journey and commanded far more attention than its own specific doings would normally.

There was a good deal of information which came from it of greater interest to the grocery trade at large than to members only, and which tended to disclose the development of the system, both in its own volume and in the opinions of members toward those who would place obstacles in their path. While this convention represented about 13,000 stores, capitalized at about \$50,000,000 and doing what is claimed to be a business of about \$600,000,000 a year, it was typical and representative of even more stores and a new plan of merchandising which is tearing down old ideas and compelling new economic considerations among those engaged in food distribution.

A few years ago chain stores were almost unknown West of Pittsburgh and Cincinnati. Old-line grocers in the West laughed at the idea of the plan spreading to their field. But to-day it has spread and one of the most vigorous elements at the convention was a solid-front from the Pacific Coast, which had crossed the continent to demand that Eastern manufacturers give them the same recognition that they accorded chains in the East.

It is evident that, despite the efforts of standpatters to persuade manufacturers that it is unfair to sell chain retailers on a jobbing basis, most of the Eastern chains are now having very little trouble in securing most of the established specialties on the wholesale basis, and the Pacific Coast chains are demanding that they receive the same treatment. So firmly entrenched are these buyers that they are on one side demanding further recognition and on the other planning to strike back at those who they say have placed obstacles in their way. Some of the discussions proposing retaliation against manufacturers who will not regard them as wholesalers were especially significant of the "cockiness" of the chain store men.

On the other hand, however, there was a covert warning from Commissioner Thompson, of the Federal Trade Commission, that the system is facing the consequences of its own great development. He plainly said that they must study carefully the ends of service, rather than of selfish gain, and must see to it that there are no infractions of the rules of fair trading and competitive conditions.

Especially he pointed out that the chain store system must expect to be challenged on its greatness as a growing consolidation in the direction of monopoly and hinted that already the

Commission has received complaints which are directing attention to some of the competitive elements of the system in this direction. This is something long in the minds of observers but not heretofore spoken of officially.

Another point Mr. Thompson made was also significant and it was difficult to get at what inspired his remarks. He was talking about the trend toward a food trust and advised a greater degree of frankness with the public when he came out bluntly with the suggestion: "Who is back of you? The public is entitled to know and it will keep guessing a great deal that may be detrimental unless you 'beat them to it' and give the widest publicity to all the facts about your business and who are behind you."

While it did not come out at the convention, manufacturers often complain of the dictatorial practices of chains in demand price concessions, and some of the delegates in the course of discussion hinted at the wisdom of a virtual boycott by each chain of manufacturers who would not sell them on a jobbing basis.

On the other hand, Secretary Beckmann made a frank claim that the chain can undersell consumers at a saving of 15 per cent. because of lower operating costs, smaller profits and elimination of waste. If this be true, it is a competitive item which demands and will receive careful consideration. But the convention certainly did indicate that chain stores are attaining a stability that cannot be laughed aside or disregarded by grocers of the old line.

During the convention there was a hint that it might be well to define just what a chain store is, as the basis for claiming and obtaining recognition as a jobber. One suggestion made, (and incorporated above, was the idea that any legitimate chain store should do the jobber's functional work, especially in respect to having a warehouse and doing other things not commonly done by retailers.

This is really in harmony with a good deal of thought underlying the proceedings of the National Retail Grocers' Association against the National Biscuit Company before the Federal Trade Commission, aiming to make the biscuit company recognize a buying exchange as a single unit. If the chains could be defined in a way not open to eligibility of the buying exchanges it might be an interesting factor.

Many manufacturers deny that a chain store and a buying exchange are alike and resent a decree that would arbitrarily make them so in the eyes of the Government. The chain store, however large the system, is singly owned and directed by one buying and selling mind.

The buying exchange, on the contrary, is not that at all, but made up of many and competing stores, whose heads are not bound to one course of conduct, or one credit rating, or one standard of distributing and displaying a manufacturer's goods. Manufacturers claim they cannot sell a hundred stores in a pool as cheaply or satisfactorily as a hundred links of a chain under one management. Supervision and delivery are radically different.

To Protect Your Profits

we advertise

"K C BAKING POWDER

Same price for over 30 years

25 ounces for 25¢"

The price is plainly shown on the package and in the advertising.

Your customers know that the price is right.

It never is necessary for you to reduce the selling price on K C Baking Powder and accept a loss.

**In Selling
K C Baking Powder
Your Profits Are Protected**

*The government bought millions
of pounds*

**Reduction in freight rates July 1, passed on to the
trade in reduced list prices on K C**

Let us show you how to increase your baking powder profits by selling K C.

**Jaques Manufacturing Co.
Chicago.**

MOVEMENT OF MERCHANTS.

Harrisville—The Harrisville Grain & Lumber Co. has engaged in business.

Nashville—R. C. Townsend is remodeling and decorating his drug store.

Benton Harbor—A. Byer succeeds Arthur Friedman in the boot and shoe business.

Ypsilanti—J. W. Cadaret has closed out his stock of groceries and retired from trade.

Detroit—George Wyvembewski has engaged in the shoe business at 7701 Harper avenue.

Oxford—The Farmers State Bank has increased its capital stock from \$20,000 to \$30,000.

Ishpeming—William Ripper will engage in the meat business at the corner of Vine and Third streets, Oct. 7.

Albion—H. S. Herriff will open a grocery in the Eastern end of the city, across from the Albion college campus.

Caseville—V. J. Wilson has sold his grocery stock and store fixtures to W. E. Bowerman, who will continue the business.

DeWitt—E. J. Pierce Branch 14 grocery store has been opened in the Forbes building, with Bert Floriam as manager.

Monroe—Clarence Schribner is remodeling the old Record Commercial building and will occupy it with a stock of hardware.

Reed City—W. T. Riggs has purchased the electric fixtures and lamps of C. H. Mannion and will carry a line of electrical goods.

Grand Rapids—The Young & Chaffee Furniture Co., 122-128 Ottawa avenue, has increased its capitalization from \$280,000 to \$360,000.

Detroit—The Charles A. Gilligan Co., 16903 East Jefferson avenue, dealer in groceries, etc., has increased its capital stock from \$25,000 to \$125,000.

Owosso—Ambrose, William and Edward McPhillips have purchased the billiard parlor and cigar store of Merwin Roac, taking immediate possession.

Mattawan—The Mattawan State Bank has remodeled its building, installing a modern plate glass front, a new vault and adding many new improvements.

Flushing—The Flushing Elevator Co. has been incorporated with an authorized capital stock of \$30,000, \$20,000 of which has been subscribed and paid in in cash.

Constantine—T. C. Kinyon, recently of Kenosha, Wis., has purchased the boot and shoe stock of the late J. W. Hardy and will continue the business at the same location.

Bad Axe—The Consumers Heating Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and \$10,000 paid in in cash.

Laingsburg—C. B. Crook, dealer in general merchandise, is remodeling his store building, installing a plate glass front, laying a new floor and making many other improvements.

Kalamazoo—William L. White is erecting a store building of cement blocks and steel at 1941 March street, which he will occupy with a stock of groceries as soon as it is completed.

Detroit—The Levine Clothing Corporation, 167 North Jefferson avenue, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Lowell—The R. C. Alden jewelry store has been closed on a chattel mortgage held by F. T. King. An effort is being made to dispose of the stock to some one who will continue the business.

Michigamme—A. E. Archambeau, who conducts clothing stores here and in Marquette, has purchased the A. J. Belzer clothing and men's furnishings bankrupt stock and will consolidate it with his own.

Lowell—Fred B. McKay and Grant Warner have purchased the grocery stock of the Kuhn Grocery Co. and the bazaar and dry goods stock of G. D. Clintman and will continue the business at the same location.

Detroit—The Gray Hub Co., 646 Catharine street, has been incorporated with an authorized capital stock of \$30,000, of which amount \$25,000 has been subscribed, \$200 paid in in cash and \$13,800 in property.

Jackson—R. G. Nichols has sold his grocery stock and meat market located at 155 Mitchell street to Mrs. Hazen Abbey and purchased the grocery stock of A. J. Manee, 427 West Ganson street, taking immediate possession.

Detroit—The Industrial Products Corporation, with business offices at 1228 Penobscot building, has been incorporated with an authorized capital stock of \$3,000, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—The Bentley Produce Co., 153 Monterey street, has been incorporated to conduct a wholesale and retail business, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Ypsilanti—F. H. Niss'y, dealer in crockery, glassware and bazaar goods, has leased the store building adjoining and will connect it with his own store by a large archway. Additional stock will be purchased and other lines added later.

Detroit—The Shuler Carpet Co., 122 East Jefferson avenue, has merged its business into a stock company under the same style, with an authorized capital stock of \$50,000, of which amount \$44,300 has been subscribed and \$14,000 paid in in property.

Ishpeming—Harry Cox has resigned his position as head clerk in the grocery department of the store of the Ishpeming Co-Operative Society and will engage in the grocery business under his own name Oct. 7, in the Simons building, Division street.

Saginaw—The A. E. Ensminger Co. has been incorporated with an authorized capital stock of \$25,000, \$20,000 of which has been subscribed and paid in in cash. The Ensminger Co. is the new owner of the A. D. Phillippe department store stock.

Lansing—Harry Herndon, 123 N. East street, has merged his fruit and produce business into a stock company under the style of the United Produce & Storage Co., with an authorized capital stock of \$200,000, of which amount \$51,500 has been subscribed,

\$5,000 paid in in cash and \$41,500 in property.

Grand Haven—J. C. Jorgensen has merged his bicycle, motorcycle, auto supplies, parts and accessories business into a stock company under the style of Jorgensen's Inc., with an authorized capital stock of \$60,000 common and \$80,000 preferred, of which amount \$70,000 has been subscribed and \$20,000 paid in in property.

Detroit—George Sufinsky, buyer at Crowley, Milner & Co., has been appointed merchandise manager of that store's women's ready-to-wear, in both regular and popular priced departments. He will be chief aid to J. B. Jones, general merchandise manager of men's and women's wearing apparel. Succeeding Mr. Sufinsky as buyer of ready-to-wear in the popular priced section, the store has engaged J. D. Low, formerly with Givens, of Buffalo. Mrs. E. J. Dakin, formerly with R. H. Macy & Co., Inc., New York, has been engaged as buyer of juvenile ready-to-wear, size 6 to 16, also succeeding Mr. Sufinsky.

Lansing—Articles of consolidation have been filed by the directors of the United Produce & Storage Co., combining the Harry Herndon Produce Co., the Lansing Fruit Co., and the Simpson & Fuller Produce Co. The new company is capitalized at \$200,000, with \$46,500 paid in, the remainder of stock to be disposed of in shares of \$10 each. The main office is to be located at 123 North East street, the home office of the original Harry Herndon Co. The company will conduct a general retail and wholesale business in fruits, produce, butter and eggs, and act as commission brokers in such commodities as well as operating a cold storage plant, and engaging in the manufacture and sale of artificial ice. Officers of the new company are: Harry Herndon, President; Charles Spencer, Vice-President; Carl Hoen, Secretary; O. D. Simpson, Treasurer; A. D. Fuller, Assistant Secretary. Officers of the company together with B. L. Ballard, will act as the board of directors.

Flint—The Durant Boot Shop, Durant Hotel building, has been incorporated with an authorized capital stock of \$5,000, \$4,000 of which has been subscribed and paid in in cash.

Manufacturing Matters.

Grand Rapids—The Thomas Canning Co. has increased its capital stock from \$100,000 to \$1,000,000.

Waldron—F. W. King has sold his grist mill to Ray Sager, of Sturgis, who will continue the business.

Decatur—The Detroit Celery & Produce Co. has opened a branch here and will erect a modern celery packing plant at once.

Detroit—The Lafayette Candy Manufacturing Co., 2902 Beals avenue, has increased its capital stock from \$10,000 to \$25,000.

Detroit—The Aitken-Tremain Electric & Machine Co., 1936 East Larned street, has changed its name to the Detroit Armature Works, Inc.

Holland—The Komforter Kotton Co. is erecting a new factory 60 by 120 feet, brick, to cost \$20,000. The capacity of the plant will be increased 30 per cent.

South Haven—Field & Simmons, manufacturer of women's ready-to-wear garments in Chicago, have leased the Armory building and opened a branch plant.

Detroit—The Detroit Cotton Products Co. has been incorporated with an authorized capital stock of \$10,000, \$3,000 of which has been subscribed and paid in in cash.

Hudson—J. L. Moloney & Co. have sold their grain, seed and wool business to the Hudson Milling Co. The J. L. Moloney Co. has been in business here for the past 34 years.

Detroit—The Wilson Building Co., 1440 Clay avenue, has been incorporated with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in property.

Muskegon Heights—The Solar Polar Storm Sash and Screen Co. is building a new factory here and will be ready for operation in thirty days. The product is a metal storm and screen sash.

Detroit—The Federal Pattern Co., 8739 Kercheval avenue, has been incorporated with an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and \$1,000 paid in in cash.

Grand Rapids—The Thwaites Furniture Co., 27-29 Ionia avenue, S. W., has merged its business into a stock company under the same style with an authorized capital stock of \$200,000, \$75,000 of which has been subscribed and paid in in property.

Saginaw—The Weed Destroying Machine Co., 611 Tuscola street, has been incorporated with an authorized capital stock of \$90,000 common and \$10,000 preferred, of which amount \$51,300 has been subscribed, \$250 paid in in cash and \$51,000 in property.

Cassopolis—The Peck Milling and Coal Co. has purchased the B. G. Phillips sawmill, located between the Michigan Central and Grand Trunk railways and will operate it in connection with its factory. The company manufactures a number of wood specialties, and is employing twenty-five men. Other employees will be added.

Allegan—An addition to the Wenly & Hills vinegar plant has been constructed, to contain a bottling plant, and the firm will place machinery for bottling their products in a manner similar to the Heinz brands. This will furnish work for ten more men and women. The sales in barrels, which this year amounted to 8,000, will be continued.

Muskegon—The March Automatic Irrigation Co., 471 West Western avenue, has been incorporated to manufacture and sell devices used in surface irrigation, with an authorized capital stock of \$10,000 preferred and 10,000 shares at \$1 per share, of which amount 5,000 and 10,000 shares has been subscribed, \$2,000 paid in in cash and \$10,000 in property.

Detroit—The Fixem Manufacturing Co., 3066 Van Dyke avenue, has been incorporated to manufacture and sell at wholesale and retail, certain powder to relieve burning, aching feet, known as Fixem, with an authorized capital stock of \$35,000 preferred and 2,500 shares at \$1 per share of which amount \$10,000 and 1,260 shares has been subscribed, \$1,260 paid in in cash and \$10,000 in property.

Essential Features of the Grocery Staples.

Sugar—Since refiners got down to 6¼c for granulated, there has been no change in the situation. There is still some second hand sugar offered at a few points below 6¼c. The demand for all refined sugar is poor. Refiners are complaining very much about lack of orders. Raw sugar has been considerably unsettled during the week with a soft undertone. Local jobbers hold granulated at 6.85c.

Tea—The undertone remains rather firm, as desirable grades on spot are not plentiful, and any improvement in demand would doubtless stimulate advances. Foreign news continued bullish, particularly Indian, while the Japan varieties are sustained by a fairly active demand. Sentiment on the whole is optimistic and quite certain of a hardening tendency in the near future, in keeping with the expected betterment of business conditions throughout the country.

Coffee—With demand continuing good and spot supplies, particularly of Nos. 3s to 5s, much depleted, the spot market for Santos coffee is firm. Rio, however, is a quarter of a cent lower than last week in sympathy with a lower market for futures on the New York exchange.

Canned Fruits—Pressure of stock in a highly restricted market causes a weak tone and very irregular prices for peaches, making it difficult if not impossible to quote figures that will serve as a reliable guide to buyers. In other lines of California fruits business is of limited volume, but the better grades of apricots are not plentiful and are firmly held, while cherries are unobtainable from packers and under close control in second hands. There is a strong demand for pineapple which brokers find hard to satisfy even in part. It goes without saying, consequently, that the market is exceedingly strong.

Canned Vegetables—The developments of the past few days would tend to indicate that the market for tomatoes is getting away from those buyers who have deferred contracting for their normal requirements and that it would appear constitutes a very large majority of them. The freakish season affecting all of the principal producing sections has, without doubt, very seriously cut down the canning supply of tomatoes and the usual spectacle is presented for this season of the year, of numerous factories being compelled to shut down for lack of raw material. There is, of course, the possibility that in what remains of the season a fairly abundant crop may be forthcoming, that will, as has happened frequently in the past, make up in no small measure for the poor results heretofore realized, but evidently the canners are not willing to take the chance and are strongly disposed to hold on to what they have rather than meet the present ideas of buyers. Consequently, the latter are finding it increasingly difficult to locate sellers at to-day's inside quotations on good standard stock, in the several sizes. This applies not only to Eastern but California tomatoes. The prospective short pack of corn, the season for

which is now drawing to a close, does not appear to stimulate buyers to action, although prices on desirable stock are not unattractive. While quiet on the surface the pea market is held to be in good shape, as the result of a steady although unostentatious movement into consumption of the more popular grades and sizes. The stock of desirable sizes of standards has been worked down to a point at which canners are encouraged to increase their asking prices, feeling confident that all they may have in reserve will be required for consumption at these if not higher levels, before the new season approaches.

Canned Fish—Is dull and easy. Maine sardine canners are threatening to close their factories for the season, after accumulating a small reserve, unless the demand, which to date has been dishearteningly light, shows improvement.

Dried Fruits—Buyers of California bleached raisins are as eager as ever to secure supplies, but so far as first hands are concerned none are available, while second hands who have deliveries coming to them on earlier contracts are inclined to carry them for a still higher market, where they are not required for their own use by such operators, with a prospect that there may be no further shipments on this season's crop from Smyrna, while the quantity afloat is relatively small. California figs are getting attention, with the result that the market has assumed a decidedly firm tone. The views on prices expressed by packers on the Coast, however, tend to repel important buying interest at this end. Buyers and sellers of California prunes remain at odds on prices. Neither will make any concession and business promises to remain at a standstill indefinitely. Although Coast reports indicate that the pack of peaches has been cut somewhat by the recent extreme hot weather, and that some packers have been compelled to enter the market as buyers in order to fill contracts, the situation at the end of last week was unsettled with prices irregular and Eastern buyers withholding interest or taking hold sparingly. Apricots are not selling at the prices packers on the Pacific Coast demand and claim they must get to compensate them for the high cost of production and allow a reasonable margin of profit.

Beans and Peas—Continued weakness rules the market for all varieties of dried beans. There is a pressure to sell in order to clean up old supplies and this is producing the market wholly in the buyers' favor. New beans have not come in as yet, but will shortly. Green and Scotch peas rule about the same, with a moderate demand.

Spices—There are many price changes this week, with many articles moving upward. Cloves are somewhat easier owing to the recent small arrivals. Red peppers are steadier because the surplus lots arriving earlier in the year are largely used up.

Syrup and Molasses—Compound syrup is in better demand than for some time at steady to firm prices. Sugar syrups dull, but with a fairly

steady undertone. Molasses of good grade is rather scarce and is making prices steady to firm. There has been no change for the week, however.

Cheese—The market is firm at about ½c per pound advance over a week ago. Stocks are slightly in excess of what they were last year and the consumptive demand is only fair.

Provisions—The consumptive demand for smoked meats is very light and the market on some cuts is ruling about 1c per pound lower, while other cuts remain unchanged. Dried beef is steady at about 1c decline. Barreled pork and canned meats are unchanged, with a light demand. Pure lard is steady at unchanged prices. Lard substitutes are in light demand at prices ranging about the same as a week ago.

Salt Fish—The situation in mackerel is about as it was last week. Irish fish is scarce and Norway mackerel relatively much more plentiful. News comes from Norway that the fishing has been unusually good this year and the fish of unusually good quality. Apparently we in this country are going to have a very fair supply of Norway mackerel this year. All this has created a better demand for Norway fish and for Irish, as prices are relatively lower. The general demand for other varieties of salt fish has shown an improvement during the week, owing to cooler weather.

Review of the Produce Market.

Apples—Sweet Boughs, Wolf River and Wealthy command 75c per bu.; Strawberry apples being \$1 per bu.; Maiden Blush, Kings and Shiawassee Beauties bring \$1 per bu.

Bananas—7½c per lb.

Beets—\$1 per bu.

Butter—Receipts are about normal for the season. The consumptive demand has increased considerably during the past week. The bulk of the receipts are showing effects of the recent hot weather in the producing sections. The market is firm on the basis of about 2c per pound higher than a week ago. We do not look for much change from the present conditions in the immediate future. Local jobbers hold extra at 39c and fancy at 38c in 63 lb. tubs; fancy in 30 lb. tubs, 40c; prints, 41c. They pay 20c for packing stock.

Cabbage—60c per bu.

Carrots—75c per bu.

Cauliflower—\$2.50 per dozen heads.

Celery—35c per bunch; extra job, 50c.

Cocoanuts—\$7.50 per sack of 100.

Cranberries—Cape Cod are now in market, commanding \$6 per ½ (Philadelphia) barrel box.

Cucumbers—Home grown, \$1 per doz.

Eggs—The production of fresh eggs is light and the market is firm at present, ranging about 3c higher than a week ago. Storage eggs are in better demand as the weather gets cooler and the quality is running exceptionally fine this year. The consumptive demand has increased to a considerable extent with the cooler weather. As the stocks of storage eggs are large we do not look for much change in prices during the coming week. Local jobbers pay 36c for candled, cases

included. Cold storage operators are now feeding out their supplies as follows:

Firsts ----- 30c
Seconds ----- 28c
Checks ----- 25c

Egg Plant—\$1.50 per doz.

Grapes—4 lb. baskets sell by the dozen as follows:

Concords ----- \$2.50
Niagaras ----- 2.75
Delawares ----- 3.25

Bulk grapes command \$1.90 per bu.

Green Corn—20c per doz.

Green Onions—Silverskins, 25c per doz. bunches.

Honey Dew Melons—\$2.25 per crate of 6 to 8.

Lemons—Sunkist are unchanged from a week ago, present prices being as follows:

300 size, per box ----- \$10.00
360 size, per box ----- 10.00
270 size, per box ----- 10.00
240 size, per box ----- 9.50

Lettuce—Leaf, \$1.50 per bu.; head, \$2 per crate; Iceberg from California, \$6.50 per case.

Musk Melons—Home grown Osage, \$1.25 per bu. crate; Hoodoo, \$1.75 per crate.

Onions—Home grown, \$1.50 per 100 lb. sack.

Oranges—Fancy Sunkist Valencias are now held as follows:

100 ----- \$12.00
126 ----- 12.00
150, 176 and 200 ----- 12.00
216 ----- 12.00
252 ----- 10.00
288 ----- 8.50
324 ----- 5.50

Choice, 50c per box less.

Parsley—50c per doz. bunches.

Peaches—Gold Drop and Lemon Freeze fetch \$1@1.25 per bu.

Pears—\$1.25 per bu. for Clapp's Favorite; \$1.50 for Anjous; \$1 for Kieifers.

Peppers—\$1.25 per bu. for green; 30c per doz. for red.

Pickling Stock—Cukes, 20c per 100; white onions, \$1.25 per 20 lb. box.

Plums—Green Gages, \$1@1.25.

Potatoes—Home grown, 75c per bu.

Poultry—Local buyers pay as follows:

Light fowls ----- 16c
Heavy fowls ----- 22c
Broilers, 3 lb. and up ----- 23c
Broilers, 2 lb. and under ----- 16c
Cox and Stags ----- 10c
Pumpkins—20@25c apiece.

Quinces—\$2@2.50 per bu. The crop is reported to be large.

Radishes—20c per doz. bunches.

Squash—\$1 per bu. for Hubbard.

Sweet Potatoes—Virginia command \$1 per hamper and \$3 per bbl.

Tokay Grapes—\$3.50 per crate.

Tomatoes—Ripe, 75c per bu.; 50c per ½ bu.; green, 50c per bu.

Turnips—75c per bu.

Wax Beans—\$1.50 per bu. for home grown.

If you think the old methods of store operation and management are easiest to follow, it is because you have never given the new methods a fair trial.

Anything that makes people feel comfortable and cheerful in your store will result in their spending more money there.

Hold-Up Price of Coal Test of American Loyalty.

Clare, Sept. 26—One of the fundamental principles in the foundation of our Government is a guarantee to the protection of human life.

When Patrick Henry spoke those memorable words which afterwards became a powerful part of our constitution, "Give me liberty or give me death," he voiced the sentiment of every true American at that time and out of the spirit of this utterance grew the foundation of a mighty Nation.

To-day after more than a century and a quarter our country, with its wonderful natural resources under freedom and liberty, has become one of the greatest nations on the face of the earth in wealth, industries and commercialism. All this time men have loved their country and stood in its defense and felt honored to be a citizen of so great a Nation.

During the great world war, when the loyalty of our citizenship was called upon in defense of our country, we stood the test and honor and glory added new luster to the old flag we love so well. To-day wherever the stars and stripes wave, at home or abroad, she is honored and respected by the civilized world because she represents freedom, liberty and the pursuit of happiness. Shall our Nation under its great fundamental principles, as laid down in its constitution, proceed to higher and nobler attainments with our National representatives at Washington ever watchful for the best interests of the common people, because most of us are common, or shall we forget these essential principles and recede and fall as nations of the world have done in the past ages? These principles are being tested as never before and grave results may be the outcome.

When the world war was forced upon us and our Nation called for men and money, the writer, like thousands of others, responded. The age limit prevented us from taking up arms and going to the front, but we did not stay home and keep still, but engaged in every drive made for Liberty bonds, Red Cross and Y. M. C. A. and gave talks from the platform of nearly every church, school and town hall in the county. Sometimes out every night in the week and glad to do it as a loyal citizen. I mention this merely to show that I feel I have a just right in demanding at this time more action on the coal question from Washington in behalf of the common people.

The war ceased and readjustments began at once.

But two great and essential elements refused to readjust labor and capital especially as to railroads and coal mining, both absolutely necessary to the successful pursuits of our National life and had it not been for the warring of these two great factors for the last six months commercial and industrial interests would now, in my opinion, be equal to or better than during pre-war times.

These two warring forces represent a small portion of the 100,000,000 people who are suffering most from the effects of the war.

The shutting down of our coal mines and the tying up of railroad traffic by these strikes nearly all summer have paralyzed the Nation's business and suffering from cold now stares many people in the face, yet the most we have been handed is parleys from National headquarters. If all these parleys were printed and put in one big book, it would be one of the Nation's largest books of nothing you ever saw, because no strike is settled as yet. It is true the coal miners have gone back to work or most of them at the same pay as before; but on April 1, 1923, wages are to be readjusted. Then look out for another coal turmoil.

The railroad strike, we all hope, may be settled sometime, but it is far from being settled yet. We are glad coal is being mined again, as it is so essential

to life in this Northern country, especially where timber has been made scarce. We are now able to get a little soft coal at \$12 to \$12.50 per ton retail and this is why this letter.

We do not blame the retail dealer, as we have reasons to believe his profits are small.

So to-day we are now asking our representatives at Washington who called to us in time of war for men, money and all, if necessary, to do their duty. The slogan of the Nation was what we do we must do quickly. We did it.

The citizens of our great Nation as never before are demanding the President and his forces to act and use the same slogan as was used during the war. We understand a coal investigating committee has been appointed to report in five months. Many of our people may be frozen by that time because it is certain many families can never buy coal at \$12.50 per ton. I would like to enquire why our National representatives at Washington, if they are for the people's rights, appoint a committee to travel over the country to investigate, instead of calling every mine operator to appear in Washington, D. C., within forty-eight hours and show why, with the miners working at the same wages as last year and rail freight rates reduced 10 per cent., the consumer should be held up and robbed to the tune of \$12 per ton for soft coal. I have in my office prices on Hocking Valley lump coal less than a year ago at \$3.25 on car at mine. To-day I have prices on same for \$6.50 at mine, 100 per cent. more than a year ago. Citizens are demanding the reasons for this. Will Washington, D. C., respond?

Since the war nearly everything the farmer produces has tumbled in price from 50 to 100 per cent. and even more. Clothing has been reduced at least 50 per cent., dry goods have gone down 50 per cent. and wages have been lowered considerably, yet the few coal operators want a raise in that one article we must have of 100 per cent. Yet our mines are loaded.

Senators and Congressmen of Michigan, you have a part to play in this gigantic hold-up and the common people of Michigan will expect something of you in their behalf.

J. F. Tatman.

No Crown of Laurels Earned By Congress.

Grand Rapids, Sept. 25—The long suffering American public is to be congratulated on the final adjournment of Congress, the first regular session since the administration of President Harding, after months of debating, squabbling and alleged investigating.

Aside from the bonus fiasco, the enactment of a tariff measure which carries with it not one iota of benefit except to the capitalistic few, and the creating of a few commissions, more or less, to feed at the public crib, all of which actions will serve to unsettle financial and industrial conditions, no crown of laurels can be said to have been honestly earned by the people's (?) representatives.

Thanks to that possessor of a back bone, President Harding, the bearer of the tax burdens have been protected to a large degree, and it is only regrettable that he could not have consigned to oblivion the tariff bill also, which practically prohibits imports, hence the benefits of revenues derivable therefrom, and enables the "infant" industries to turn on the screws a little tighter. However, the public has not yet had its hearing, which takes place November 7, at which time many surprises are quite likely to be sprung, and, it is to be hoped, many drones eliminated from public life forever.

Almost the entire time of Congress was taken up by politics, not necessarily partisan, for the difference between the two great "opposing" bodies was not discernable.

Now these so-called statesmen will

return to the constituency which has made their existence possible and endeavor to explain the why and wherefore of their inactivity.

Some will be returned—many for the last time, unless a pulmotor application is more effective than a real personal ambition to serve—and promises to be good henceforth will be rampant throughout the land; but statesmanship, of the standards of forty years ago, will have become old-fashioned and forgotten.

If there is no better way of "judging of the future than from the past" decade, the American public has very little encouragement to look forward to, unless a political upheaval is staged in the near future. Among minor accomplishments of Congress, was the passage of a bill which provides equal citizenship rights for women. Under the provision of this act an American woman who marries a foreigner retains her citizenship in this country. Heretofore the citizenship of a woman was abrogated when she married an individual who had not attained the rights of a citizen of the United States, and while children of such an alliance born in this country automatically became citizens, the wife and mother could not regain such rights until the husband and father became naturalized.

At least one Michigan Congressman, Roy Woodruff, of Bay City distinguished himself during the recent session by his activities in trying to uncover frauds. He has also laid out a future program which is well calculated to annoy war malefactors and, as he has no opposition for re-election, he will have the pleasure of continuing his activities in that direction. Possibly he will have undisputed right of way.

However, no one need worry about inactivity on the part of Roy Woodruff. The meteoric ascendancy of the Bull Moose party in this State twelve years ago landed him in a Congress-

sional seat for one term only, but observers felt that he would certainly come back. He went back to the dental chair in his home town, Bay City, and abided his time. He has come back and will be heard from in the future. Not only will he be heard but his activities will be felt, and when the electorate of Michigan finally recovers from its inertia of the past few years, promotion as a reward for faithfulness will be coming to Roy Woodruff.

When Congress reconvenes in November, it is said an attempt will be made to legislate the labor board out of existence. Let us hope that such action gets beyond the conversation stage. The labor board has been a fraud. Whenever it functioned, which fortunately was but seldom, it did its level best to remove a few bricks from industrial foundations and it never was successful in helping or even pleasing anybody.

The recent railroad strike was a crisis in which this body absolutely failed. In fact, from the light of recent events we are almost uncharitable enough to assert that it was, in a large degree, responsible for the railroad strike. Its decisions, most frequently favoring the labor side of the controversy, were never satisfactory to either party, and they certainly delayed the final treatment of the issue which was evident from the start.

Labor legislation by all law making bodies has ever had one purpose in view—vote getting—and it is doubtful if it ever accomplished any results in such a direction. Labor organization never got anywhere in elections. Their political influence was of the will-o'-the-wisp variety, but when caught up with never delivered the goods. In the open the labor unionist was most formidable, but in secret his own selfish interests are paramount, and unity does not appeal to him. His promised support for the vote needer never develops, but the politician always is hopeful that something will

Wurzburg Dry Goods Co.

7% Cumulative Preferred Stock

Unusually well protected as to assets and dividends.

Your principal is protected three for one.

Your dividends are earned more than four times.

At least \$20,000 of stock is retired each year, which constantly strengthens the position of the Preferred Stock.

Old established business successfully managed.

This preferred stock is preferred as to assets and dividends, and the Company has no bonds or other funded debt.

Free from all personal taxes and normal federal income tax.

PRICE TO NET 7.10%.

STOCK DEPARTMENT.

Howe, Snow & Bertles

Statistics and statements given above, while not guaranteed, are considered by us to be reliable.

eventually come out of it, hence class legislation galore, creation of bureaus, repositories for labor's "dead ducks" and expenses for the masses.

Like Major Emery's legionaires—they ain't.

Kent county wants funds for planting trees along its highways. The idea, while not new, is a very good one and could be adopted to great advantage by every county in Michigan. Proper varieties of trees, planted scientifically, would certainly prove a great public asset, and enhance the attractiveness of our highways. Add to these occasional beds of hardy flowers, and the setting will be complete.

Frank S. Verbeck

Colors in Millinery.

Rose and red shades are becoming very noticeable now in local millinery circles. Paradise, a rich rosy red; ember, a deeper red tone; Lucifer, a bright fire red, bittersweet and canna all ally for inveigling women to brightness in chapeaux. Paradise, in combination with the brown family, beige or navy blue, is, according to the bulletin of the Retail Millinery Association of America, a splendid color for medium-priced hats. It continues:

"The entire range of green is finding immense favor. First and foremost comes the Lanvin mignonette green that all ranks and levels of hatdom have adopted as the new note in Fall millinery. Chinese greens come second, and will probably thrive exceedingly well by Winter.

"Speaking of the dull greens that are inspired by paisley's predomination, credit must be given to paradise for finding such a source of origin, for that aforementioned shade, as well as the dull blues on the Copenhagen order and the entire range of shades found in the new nacre or changeable velvets, all found their vogue in the subdued blend of the Persian shawls.

"Just as each color in its combination has found a niche in hatdom, so is the entire paisley scheme anchored in the mode. Not only for hats, but in linings, wraps, dresses, trims and shawl throws is the original paisley esteemed by the fashion followers. Ostrich, velvet and tinsel flowers, printed velvets, duvetyns and even metal cloth affect a rich Oriental note with the perfect pride of excellent duplications. Royal blue also is in high favor, with black and browns supreme in service."

Warns Against Hosiery Peddlers.

So marked have been the inroads of house-to-house peddlers of hosiery on the business of dry goods and other stores which retail this merchandise that definite steps are being taken to check the practice so far as possible. Part of this action is sponsored by the National Association of Hosiery and Underwear Manufacturers, while other plans are being worked out by individual wholesalers of hosiery. Among the latter is the Hosiery Distributors' Syndicate, which has just brought out for display in retail stores an attractive poster warning consumers against the trickeries of the peddlers and pointing out the dangers of dealing with them instead of legitimate retailers.

Just as long as your heart continues to beat you have a chance to make good in this world—if you are game.

New Issue:

The demand for gasoline and oil products is the greatest in the country. Standard Oil of Indiana and Sinclair Company, with refineries near Chicago, supply the bulk of the middle western demand.

Profits in refining and producing may fluctuate, but the earnings of the pipeline division of these companies must continue while the demand is being met.

We consider the bonds described below a Standard Oil security and one of the best protected securities, as to assets and assurance of earnings, in the market today and accord them our highest recommendation.

\$25,000,000

Sinclair Pipe Line Company

5% Sinking Fund Gold Bonds

Due October 1, 1942

Interest payable April and October first without deduction for Normal Federal Income Tax up to 2%

Application will be made to list New York Stock Exchange.

PROPERTY Standard Oil of Indiana has contracted to purchase for \$16,000,000 in cash one-half interest in the outstanding stock of the Sinclair Pipe Line Company.

The Company at the present time owns and operates 3,737 miles of pipe line.

FINANCIAL CONDITION After this financing balance sheet will show net assets, after deduction of depreciation, reserve, and all indebtedness other than these bonds, of approximately \$56,000,000.

Average net income available for interest charges, depreciation, Federal taxes for past three and a half years \$5,167,000 or over 4 times annual interest charges.

Net income for first seven months this year at rate of over six times interest charges.

PURPOSE To finance in part extensive program upon completion of which present system will reach from Gulf of Mexico to Great Lakes and tap all important oil fields in central portion of United States.

SECURITY These bonds constitute sole funded indebtedness and Company will covenant not to create any mortgage or pledge any of its assets without expressly granting equal security to these bonds.

EQUITY Based on purchase price paid by Standard of Indiana, Capital Stock represents equity of more than \$32,000,000.

CALLABLE Callable as a whole or in lots of not less than \$5,000,000 at any time at the option of the company at 103 and interest.

SINKING FUND \$850,000 a year to be set aside by Company, beginning October 1, 1924, for purchase of bonds.

A detailed circular will be sent you upon request. For any information regarding the above issue call or write our nearest office.

Price 95 and Interest—Yielding Over 5.40%

Howe, Snow & Bertles

(INCORPORATED)

INVESTMENT SECURITIES

GRAND RAPIDS SAV. BLDG.
GRAND RAPIDS, MICH.

120 BROADWAY
NEW YORK

310 FORD BUILDING
DETROIT, MICH.

Statistics and information contained in this circular, while not guaranteed, are obtained from sources we believe to be reliable.

LOWER FOOD PRICES.

In spite of all the talk of higher prices, increasing costs of living, higher wages, and so on, the index of retail food prices compiled by the Bureau of Labor Statistics shows a drop of 2 per cent. during the month ended Aug. 15. Of the forty-three articles for which retail prices in fifty-one important cities are secured twenty-two declined during the month, eleven increased, and ten were unchanged. The recessions were greater both in degree and in number than the advances. For example, the greatest recorded increase was 7 per cent. for sugar, while the greatest decrease was 28 per cent. in the case of potatoes. It is worthy of note also that while the general average of wholesale prices is 9 per cent. higher than it was a year ago, the average of retail food prices is 10 per cent. lower than it was a year ago. Wholesale prices of all commodities, according to the Bureau of Labor Statistics, are 55 per cent. above the pre-war level, while retail food prices are only 37 per cent. above that level.

These figures give business observers something to think about. That food prices, both wholesale and retail, have recently been receding is due to the lower trend of prices for farm products. With the enormous increase in building throughout the country some deflation of rents is also expected. Such developments hardly make a strong case for further wage inflation and tend to strengthen the view that the recent upward trend in several industries is a temporary affair, due to artificial conditions created by the strikes. These labor disputes have intensified the maladjustment of prices as between different commodity groups, a situation which is generally regarded as one of the great obstacles to full business recovery. Indeed, this check to the tendency of prices to "get back into line" may possibly prove in the long run to be one of the most costly effects of the strikes.

The view that wage deflation is not yet complete, and that the recent arrest of the downward movement is only temporary, is set forth at some length in an article in the latest issue of the New York Trust Company's publication, "The Index." Attention is directed there to the similarity of the movements of wages and prices since the war in this country and Great Britain and to the fact that in the latter country, where there have been no recent labor troubles to interfere, deflation is still in progress. It is interesting to note that since the appearance of this article Sauerbeck's index of British wholesale prices has been published, and this shows a decline during August of approximately 9 per cent. So far there has been nothing in the recent movements of wages and prices in this country to cause forecasters, who have been predicting a steadily declining course for wages and prices over a period of years, to reverse their opinions.

JOE FORDNEY.

After twenty-two years in Congress which brought him to the chairmanship of the Committee on Ways and

Means and joint author of an indefensible tariff bill Joe Fordney will stay at home, as he says, to tend to business.

In his way Joe Fordney is a significant American. Self-made in the rough school of the lumberman—a frontier business—Fordney possesses those sterling American virtues that may be grouped under the head of "git up and git." He fought his way up in his locality and his industry, enjoyed politics, and held his constituents in the hollow of his hand. The Eighth Michigan district, would send him back if he chose, tariff or no tariff, bonus or no bonus. But he is getting along in years and, like a good business man, wants a little time to set his house in order.

By the glacial-like process of seniority, Fordney arrived too late at his important chairmanship. He would have made an ideal chairman of the Ways and Means Committee anywhere from Grant to McKinley, but in 1922 the water was too deep for him. Protection, a natural gospel for any leading citizen of a district shifting from lumbering to manufacturing, was ever the burden of his song, and when he came to the seats of the mighty he could not comprehend that what was good for an industrially young and debtor nation might be poison for a producer of surplus goods and the custodian of most of the world's fluid wealth. At sixty-eight he talked and thought as he had at fifty, but the world had changed.

Though sound as a busy lumberman ought to be on most financial questions where protection was not an issue, Fordney slipped up on the bonus. It is probable that he declared himself early and then stuck to his guns out of pride. At various stages of his career he has shown a certain impetuosity coupled with absolute inability to "back track." Business man though he is, he would rather have business suffer the consequences of the bonus than go back on his word to support it. But his mind, which is an extraordinarily clear mind, though somewhat ridden by hobbies, must since have wondered where it was when he was committing himself to a bonus at any price.

Men of the Fordney type are anything but indispensable in Congress. Eventually, however, when his successors have slipped by easy stages into the pit of vapid and visionary legislation, there will be a call from the country for a few hardheaded and practical fellows who can tell a hawk from a handsaw. Among those who answer that call will be men like Joe Fordney. They will hold the fort at Washington, remaining stationary while the times advance until, like Fordney, they are clearly seen to be obsolete. The standpatter of one generation is the derelict of the next.

THE PROBLEM OF TAXES.

There are many legislative matters of interest to business men that will demand the attention of Congress when it reconvenes some weeks hence. First and foremost will be the subject of taxation. Such revision as was effected a year ago was admittedly a piece of stop-gap legislation, and the

revenue law will require further overhauling. It needs to be remembered that taxes will continue to be heavy, in spite of all practicable Government economies. At this moment there is a prospect of a deficit of some \$600,000,000 at the end of the current fiscal year unless the various departments can find a way further to pare their expenditures. In addition to overhauling the tax system Congress needs to make a close scrutiny of appropriations in order to make both ends meet and reduce the floating debt. The sales tax will again have its advocates. This is a possible means of raising considerable additional revenue, but just at present this tax is "earmarked" for bonus purposes if it should go on the statute book. So long as the bonus advocates remain active new sources of revenue that may prove highly productive are likely to become additions to other taxes rather than substitutes for any of them. The matter of the ship subsidy for which Congress is to be summoned in special session in November, while of considerable interest as a piece of business legislation, is of less importance than the subject of taxation.

RETAIL CLOTHIERS' CODE.

The National Association of Retail Clothiers at the convention in New York last week adopted a code of ethics for its members which pledges them to the highest standards of business conduct. The code cannot be reproduced in full in this column, but its principles are worthy of note, and are of interest to consumers as well as to dealers. It defines the assets of every commercial institution as honesty and business character first, and after that service and merchandise. Advertising is defined as "a covenant with the public" and the spoken or printed word is declared to be "as binding on performance as an oath in a judicial tribunal." The aspiration of each member is described as an endeavor to administer the affairs of his establishment so that service to the individual consumer may not be diminished by reason of volume of trade, and the first duty is to render interested and personal service. Labels, symbols or trade expressions which may lead the buyer to form an opinion of merchandise more favorable than it would be without such devices are denounced as unfair to buyers and contrary to the letter and spirit of the retailer's code.

The Democratic party of the Fifth congressional district has certainly sunk to the lowest depths of absurdity in nominating a notorious union labor exponent (for revenue only) as its candidate for Congress. The person who will make the race against Congressman Mapes has not a single qualification for the position and his affiliation with trades unionism (for revenue only) makes him a dangerous person to entrust with any responsibility, as well as an undesirable citizen in any community.

When you find a man who has become successful and popular following the rule, "Every man for himself and the devil take the hindmost," you find a man who doesn't exist.

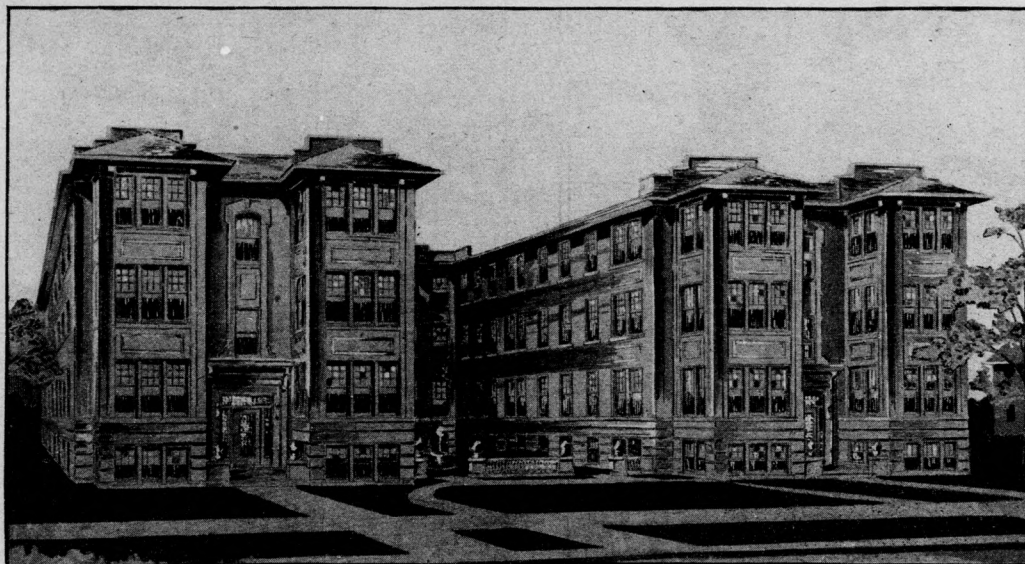
ALL FOR POLITICAL EFFECT.

Representative Blanton, of Texas, is a Democrat; but, strange as it may seem, he has some sense, even if he does represent a district which is overwhelmingly Democratic. Referring to the attempt on the part of some fool Republicans to impeach Attorney-General Daugherty because he put a crimp in the strike of the murderous railway union shopmen by his Federal injunction, Representative Blanton made the following statement in the House:

When the Attorney-General has performed his duty—has taken action to have the law enforced in behalf of the people, there comes to this House a resolution to impeach him, to discredit his efforts before the country, and the administration, with its big majority, has not placed a single member on the floor to defend him. With railroads tied up, bridges dynamited and the people of the United States appealing to the administration to enforce the law, the Attorney seeks to act and then there is a cry to impeach.

The Tradesman deplored the appointment of Mr. Daugherty as Attorney-General, because it believed the position should have been bestowed upon George P. Southerland, who was recently elevated to the United States Supreme Court by President Harding—greatly to the credit of our Chief Executive—but when a man has the courage to defy 3,000,000 redhanded murderers who have taken the iron-clad oath of trades unionism and secures an injunction, based solely on the murderous actions of the union shopmen—thereby stopping the strike immediately and staying the hands of the miserable creatures who were applying the torches of incendiarism and the daggers of assassination at the behest of union leaders—any cheap politician who criticises such an action in order to curry favor with union assassins ought to be kicked out of Congress and be made to bear the mark of Cain on his brow so long as he is permitted to breathe the air of a free country. (It will be free as soon as unionism is stamped out, root and branch.)

English is spoken more every day than any other language, for the reason that the trade of the Anglo-Saxon race is larger than that of any other race, but to become "universal" it will have to undergo some changes. On last analysis, the object in life is art and beauty, and as a work of art Spanish stands pre-eminent, for the reason that every vowel has only one sound—as in music—do, re, mi, fa, always the same invariably, whether before or after a consonant or other vowel; and has only two double consonants—ll and rr, as in billiard and error. That is why any one knowing well his own language could learn Spanish without a teacher. Let us hope the time will come when in America we shall have an Academy of Languages, in order that it may become of universal use, not only on account of the larger trade mentioned already, but also for its purity, naturalness and beauty in writing and speaking. Italy, the mother of Latin, discarded it.



Highland Manor, 49-59 Highland Avenue
Highland Park, Michigan

7% First Mortgage Serial Coupon Bonds

Total Issue -----	\$150,000	Valuation of Security -----	\$330,000
Dated -----	July 24, 1922	Interest Payable Jan. 24th and July 24th	
Maturities -----	Serial 2 to 5 years	Denominations \$1000, \$500, \$250, \$100, \$50	

Normal Federal Income Tax up to 4% Paid by Borrower

Tax Exempt in Michigan

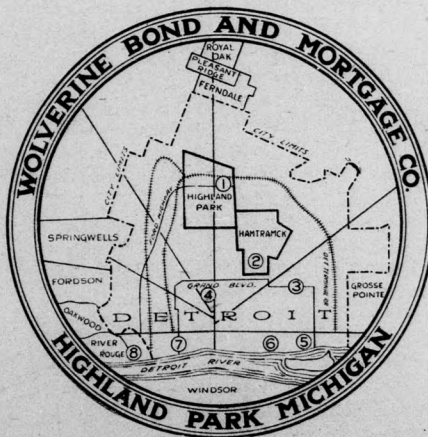
BUILDING—61 Apartments of 2, 3 and 4 rooms and bath each. Main lobby tiled floor, marble wainscoting and attractive fireplace. Kitchens all completely equipped, having white enameled stone-lined refrigerators with mechanical refrigeration, full size white enameled 4-burner gas ranges and special sanitary composition floors. Reception room 18 x 18 on each floor overlooking main court. All apartments have bathrooms equipped with built-in tubs and showers, tile floors, enameled cabinets. Adjacent to laundry is a nursery play room for the accom-

modation of tenants having small children. Electric elevator service.

BORROWERS—The bonds are signed by Dunn Realty Co., a Michigan corporation, who have title to the property and are constructing the apartment and selling it on land contract to Mr. Roy L. Brown.

EARNINGS—The net earnings are estimated at \$38,000 per annum, or more than three and one-half times the greatest annual interest requirements on the bonds.

Some of the big business which surrounds Wolverine Bond and Mortgage Co. investments and makes its bonds secured by first mortgage on improved real estate absolutely reliable.



- 1—Home of Ford Motor Co.
- 2—Home of Dodge Bros. (Auto).
- 3—Home of Packard Motor Car Co.
- 4—General Motors Corp. Largest single office building in the world.
- 5—Parke, Davis & Co. Pharmaceutical products. Largest in world.
- 6—Detroit Stove Works. Largest in world.
- 7—Detroit Copper & Brass Rolling Mills. Largest in world.
- 8—Ford Blast Furnaces. Largest in world.



Men's Shoe Styles in the Middle West.

Time was, not long ago, when efforts of Western manufacturers to achieve style in men's shoes was generally labelled as amateurish. But it is not so to-day. No question but that shoes made in Middle West factories are equal in style and finish to those made elsewhere in the country. Vast strides of advancement have been achieved by Western manufacturers in finish and style in men's shoes.

The purpose of this article is to provide a skeleton idea of what these manufacturers are planning and have already achieved in the way of completing samples for the selling season directly ahead.

Attention is being paid to the minor details of finish, the ear-marks of refinement and little touches of neatness more than ever before.

Western manufacturers have recognized the need for holding to the lighter shades of tan, but at the same time they have injected a number of new tones in late samples which on the whole, makes it seem that shades are slightly darker than they were during the spring and summer season. This is nothing more than a natural tendency for this time of the year, as slightly darker shades are at once more practical and suitable for the later months.

It is to be noted that black calf is on the program and must be considered in the style category of the coming months. There seems to be a waning in the popularity of rough finished leathers, such as Scotch grains, these latter now being used as trimmings, or for the purpose of providing contrast to bring out the lines of saddles, aprons, etc.

There seems to be a general tendency to tone down perforations considerably. Perforations are not nearly as large as they have been in seasons past and the decorative note is achieved, in many cases, by the use of spaced stitching, not only on vamps and quarters but also on the tips and foreparts. Four rows of stitching are quite common. In some cases the four rows are close together while in others there is a space between either the two center rows or one on the outside with three on the inside.

Pinked or scalloped edges are fairly popular when used on tips and vamps especially when these latter are spaced stitched as indicated above. A decidedly novel effect has been achieved by several manufacturers where tips are skived deeply, probably one-half inch or more and turned under to form a thicker beaded tip edge than has been the custom in the past. Tips skived and beaded in this way provide a heavy overlay effect at the fore part of the shoe and this works very nicely

in several of the new modified "Haig" lasts.

There are evident a number of efforts to trim quarters by stitching in panel fashion. Likewise there are quite a few new back strap patterns, although in no case do these run to grotesque shapes. The apron effect is offered in quite a few lines of samples. Saddles seem to have their place on the program and are generally worked in as sport numbers. The full wing tip has seen its day as far as present styles are concerned and although there are quite a number of shield tips and several new tips with indented curves, most manufacturers are concentrating on straight tip patterns.

In nearly every line there are one or two plain toe numbers. A certain proportion of young and well dressed men seem to demand these and it is expected this demand will continue throughout the fall and winter.

There are two distinct schools with regard to the trimming and finishing of edges. One school claims that rolled edges are just as popular as ever, while the other side argues that the time is now at hand for pushing square edges to the fore. There is no general tendency to extend edges any further than they were last season, in fact in most cases edges are slightly closer trimmed than they were.

As to heels, very few manufacturers dare to extend the roll edge around the heel. They claim that this doesn't go well during the colder months of the year and the idea has not found much favor with younger men since it was brought out. Manufacturers in many cases insist on extending the edge stitches all the way around the shoe encircling the heel, and have achieved some very attractive appearances by this method. Some manufacturers are offering one or two models fitted with flange heels. The general tendency is towards straight and square heels extending well under the arch of the foot. Quite a few heels as low as three-quarter inch are featured.

The above size up has to do generally with low shoes and while it is time to talk about high shoes, most manufacturers believe that this fall will witness the greatest selling ever of low shoes for men's wear, and also a generous sale of heavy winter oxfords beginning rather early. They figure that it will require considerable cold weather before high shoes will be a big selling factor. This is an aftermath of the trend of women's shoes. Most men, however, will insist on wearing high shoes when the weather gets cold and consequently Western manufacturers have provided just as much style in their Bals. and high Bluchers for men as they have

The BERTSCH shoe is so honestly made and so sensible and practical in design and character that it insures the dealer against loss. IT IS A SELLER, and when sold its qualities so impress the wearer that he will want no other.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

11-13-15 Commerce Ave.

GRAND RAPIDS, MICH.

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During the year 1921 the companies operating through

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paid more than \$5,800,000 in dividends to their policy holders and \$8,300,000 in losses.

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120 W. Ottawa St.

Lansing, Michigan

in their oxfords. The Blucher pattern has found considerable favor in this locality, where it has been featured, and the late Fall lines at hand show this idea being quite extensively used though it is only fair to say that not more than five per cent. of patterns are Bluchers, and some dealers are decidedly and steadily opposed to the pattern.

In high shoes, black calf Bals. are extensively featured and some manufacturers say that black calf Bal. boots are apt to sell in equal proportion with tan calf Bals. and are so instructing their salesmen to advise retailers. There is not as much patent leather being used in high shoes as there is in low models. It is not desired to feature mat calf tops in combination with patent leathers.

Now comes the most important consideration as far as styles of men's shoes are concerned—the matter of lasts and vamp lengths. Several manufacturers during the month recently closed speculated with models having vamp lengths as short as four inches, and sold some of these. It was found, however, that these extra short vamp lengths did not appeal as was expected and there has been a reversal of opinion on them. While the tendency is towards shorter foreparts, few dare to make up samples with vamps as short as four inches. Four and one-quarter and four and one-half inches seem to be better. There will be quite a number of four and three-quarter inch vamps on the market, especially in those lines with the slightly narrower toes.

The "Haig" last has proven to be most popular and while the "Haig" of the present season is extensively featured, it is generally modified for fall so as to provide new style lines and to afford more foot comfort, where such is possible.

In the higher grade lines, especially, there is a tendency towards narrowing toes rather than broadening. This is an effort on the part of some manufacturers towards neatness and trim lines.

Regarding the fineries of finish referred to there are such ideas as beading heel edges at the top, pinking inside quarter linings, providing striped twill for inside linings and in some cases moderately decorating the top lift on the heel. Several manufacturers have achieved a very novel appearance by running a fine black line around and close to the edge of the top lift on the bottom of the shoe. In these cases the heel and the entire bottom is generally natural finish.

Salesmen for the St. Louis manufacturers of men's shoes are leaving with their new lines and inspection of them shows that low cuts again figure prominently. Some dopesters predict a call for as much as 60 per cent. for low patterns. Of high cuts, 75 per cent. will be Bals. and the balance Bluchers. Low flange heels will prevail and probably 90 per cent. of the better grades will carry rubber heels, mostly of the one-half heel pattern.

The modified French last with wider toe seems to be a favorite. The so-called "Haig" last is expected to sell strongly. Some perforations are expected to have a call, but these will not be so pronounced as they were

last season, while fancy stitching will be seen mostly in the higher grades.

In leathers, calf leather boarded and smooth is expected to lead in mahogany, brown and black. These will be followed by mahogany and black kid. —H. L. Kisher in Shoe Retailer.

Port Huron Merchants See Big Fall Trade.

Anticipating a brisk fall and winter trade that will equal and most likely excel sales of last year, Port Huron retail merchants are putting in a large supply of goods, according to a survey made by the Chamber of Commerce.

"The business is here," stated a leading merchant, "and we intend to go after it. Our sales have picked up rapidly in the past two weeks and with any kind of real fall weather we will be able to dispose of practically all of the new merchandise."

Show dealers, automobile agents, cigar stores, clothing and other retailers voice the same spirit of optimism.

"Winter will see most of our stock sold," said a men's store manager. He stated that the sale of overcoats and hats was larger up to Sept. 25 than all the month of the year before. He stated that heavy underwear was being called for slowly, but the weather was not chilly enough yet to make the men discard their lighter suits. Another men's wear merchant asserted that the stock was of better quality than he had been able to buy in many years and on account of its display value was selling fast.

A local cigar merchant stated that sales had been increasing for several months over the quota last year. In anticipation of the fall and Christmas trade the store is buying heavily.

Women's wear is experiencing the same impetus, according to a department manager. He is not laying in a heavy stock of goods but has much more than last year.

"Coal will be higher than last year, but obtainable," a coal dealer said. He states that the cool weather has quickened sales, the people having been assured that there would be no reason for freezing this winter.

Automobile sales the past week were considerably better than last year, the survey showed. Not only did new cars sell fast, a number of the sales being for cash, but second hand cars went equally as swift. While the purchasing of automobiles depends on weather conditions, the auto dealers are optimistic over prospective sales.

Show dealers report good stocks on hand and business coming along in good shape. Whether galoshes will be worn exclusively or whether the new Russian boots will be asked for is beyond the merchant's guessing range.

All the merchants interviewed stated that the fall and winter would mean prosperity for all of Port Huron. —Port Huron Times-Herald.

Henry Smith
FLORIST
139-141 Monroe St.
Port Huron
GRAND RAPIDS, MICH.

Roy Snyder, Studebaker Sales Agent

Exonerated by Coroner's Jury for Death of Mary June Reed

Roy Snyder, Studebaker Sales Agent of Howell, Michigan, in coming from South Bend with a new car, came through Battle Creek on Thursday, August 10. He was meeting a street car on Maple avenue when Mary June Reed, seven years of age, ran back of the street car directly in the path of the Snyder automobile. He turned his car quickly to the right but as the child was only a foot and a half from the automobile he could not avoid running over her. She lived half an hour without regaining consciousness.

Mr. Snyder went to the police department and asked for an investigation and notified the Howell Insurance Company who had a representative in Battle Creek before eight o'clock. Witnesses were interviewed and the facts presented to the police department so they released Mr. Snyder.

However, an attorney started suit for \$25,000 but they did not get service upon Mr. Snyder. The evidence brought was so clear that Mr. Robb and Mr. Howlett concluded that Mr. Snyder was not needed at the inquest and by staying outside of the county he would avoid the service of the summons. On Tuesday, August 15, after listening to seven disinterested witnesses in which it appeared that Roy Snyder was traveling at about

eight miles an hour and the child ran in front of his car only about a foot and a half away, the coroner's verdict was an unavoidable accident.

Mr. Snyder was greatly relieved at this verdict and he has expressed his appreciation for the service received from the insurance company. Under the present conditions no one can tell when he will have an accident and even though one is innocent of any blame it requires an investigation and much expense. The insurance company has an organization to assist its policy holders and to give them service that is appreciated when those serious accidents occur.

The regular policy covers not only fire and theft to the value of the car not exceeding \$1,000, but it also covers liability, damages not exceeding \$5,000. By liability is meant the damage that you do to the property of other people, like running into another automobile or buggy, or breaking a plate glass window, or the injuries that you do to other people, by running them down with your automobile, causing personal injury or death.

Up to date every case that the Howell Company has been interested in has been settled for less than \$5,000. All of its agents, adjusters and attorneys are at your command in case of serious accident.

Citizens' Mutual Insurance Co.

WM. E. ROBB, Secretary HOWELL, MICH.

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Grand Rapids, Michigan

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TAKING INVENTORY

Ask about our way
BARLOW BROS. Grand Rapids, Mich.

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Manufacturers
of
High Grade

Men's Union Suits
at
Popular Prices

Write or Wire
Grand Rapids Knitting Mills
Grand Rapids, Mich.



No Cure-All or Panacea For Unemployment.

What's a man going to do who is able to work, needs work and can't find it?"

That is the straight question a young man fired at me the other morning. It did not jar me greatly, because I have put that same question to myself often these past eighteen months when thousands of men from every walk of life have come to my office, and I could give most of them nothing more tangible than a shake of the head or an application card.

Ben Street, a friend of years' standing, was one of them. A cripple, he found himself at fifty-two years of age out of work, distress knocking and the profession of telegraphy his only asset. On the first of the month, with two other veterans of the key, he had received with his pay envelope a formal wish-you-well notice that he had plugged in for the last time.

"Who's the man with the say up at the Blank Manufacturing Co.?" he asked me.

"There's no use tackling them," I replied. "They are hiring men only for the manufacturing end of the business, and you wouldn't fit in there. The jobs in your line simply aren't there."

"I'm not looking for a job," was his answer. "I'm going to make one. What chance have I got alongside of scores of younger men if I sit around and wait for a job in my line to crop up? They need a branch telegraph office at the plant. I know, because when I was with the telegraph company I handled all their business in and out. Their salesmen on the road are wasting hundreds of dollars every month sending full-rate messages that are never, in fact, can't be delivered until next day; messages that should be sent at night rates. They are sending long-winded day and night messages, which ordinary business judgment tells you would make as good time under a two-cent stamp. The last day I was with the teegraph company they lost a sale because one of their salesmen down in Memphis asked for prices by a day letter that should have been flashed at full rates over our fastest wire. Why, a live telegraph office at that outfit would save an operator's salary in a week. Tell me the man to see; that's all I want."

I told him.

A few weeks later I dropped in for an evening at Ben Street's home. He was making corrections to some proof sheets labeled: Blank Manufacturing Co.—Instructions to Salesmen Regarding Use to Telegraph." He had landed.

The trouble with the average man out of work to-day is that he has lost

perspective. He is as out of balance and mentally storm-tossed as an employment manager who was in the office the other day.

No man of my acquaintance exhibited a sounder common sense in his work or could hand out better advice to men out of work than he; but the very day that he found himself separated from the old weekly payroll he was dazed and bewildered as a lost child at a circus. He surmised that there might be an opening for him with a large engineering company, the president of which he had met casually a year or two before. What was his first move? Any man possessing a normal state of mind, in fact, almost anyone holding down a job, would seek a personal interview. If he risked a telephone conversation, it would be simply to arrange for an interview. My friend did nothing of the sort. He grabbed the telephone and attempted to introduce himself, project his personality over the wire and ask for a job. He received the inevitable answer. There was nothing for him with that concern.

Now, I am not sitting in judgment, because, if suddenly I found myself in his position, I might do precisely as my friend did and get just about as tangible results.

Last spring, not far from my home, a woman sat by an open window. The coupons from her last dividend paying investment had been returned by her bank marked "Interest in default." She had no trade, no special accomplishments, no rooms to let out and no friends to whom she could turn.

Half-way down the block she noticed a flock of children frolicking on the steps and on the street in front of a fashionable apartment hotel. They were taking greater chances with the automobiles and traffic than do gamins of the tenement district. That night she called on the apartment hotel manager, and after explaining her purpose to him asked permission to interview the children's parents.

To-day she conducts a Know-Your-City club for the boys and girls of that apartment hotel and many others in the immediate locality with all out-of-doors as a club house. Two or three times a week you may see her with her broods of varying ages visiting the botanical gardens, the Zoo, art galleries, and places of historical interest.

This woman created a job for herself, not because she applied either to her friends or to employment agencies not by searching the "want ad" columns or by knocking from door to door. It is doubtful if anyone could have found work for her for which she was either fitted or adaptable, and I question if anyone could properly call

HOW TO PAY

Your Federal Estate and State Inheritance Taxes

THE problem of paying Federal Estate and State Inheritance taxes is one that embarrasses the heirs of many estates.

Often it is difficult to raise sufficient funds to make so large a payment. Failure to pay promptly, however, brings a severe penalty.

A practical solution of the problem is an insurance policy, the proceeds of which are to be used to pay these taxes.

Let us explain the matter fully to you in person.

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West Leonard and Turner Avenue
Bridge Street and Mt. Vermont Avenue
Division Avenue and Franklin Street

CADILLAC STATE BANK

CADILLAC, MICH.

Capital \$ 100,000.00
Surplus 100,000.00
Deposits (over) .. 2,000,000.00

We pay 4% on savings

The directors who control the affairs of this bank represent much of the strong and successful business of Northern Michigan.

RESERVE FOR STATE BANKS

her resourceful. She created work and her job solely, I believe, because she was in a rational, 1913-year-of-our-Lord state of mind. Let men get that once again and it won't be such a long way to normalcy, wherever that is.

For nearly two months I endeavored to find a job for a young man of no pronounced abilities. Repeatedly he undershot or overshot his mark when I obtained personal interviews for him with employers. He had to have a job and the necessity of obtaining it and the haunting fear of failure each time he approached an employer who was willing to consider his qualifications, paralyzed his chances. Finally an employer who recognized in the young man certain qualities which he admired, and who was willing to leave something to Providence, employed him.

Within one week after starting work the young man telephoned me to ask my advice about accepting a position with another company, a position which he had been personally seeking for months, but which, until he had got his present job, he had lacked the punch and self-confidence to land for himself. To his credit he stuck to the employer who had taken a chance on him, but the incident, with scores of similar ones which come to my attention daily, show strikingly what having a job means to a man.

I found a young man—call him McMahon—standing on the curb late one afternoon in front of the office playing a lone hand against three men. They were the bird-of-passage type of which every employer had his fill during the war and periods when there has been a shortage of man power. "Waiting for the Robert E. Lee" was dedicated to the species; they were the chronic joy riders who would be hired in New York on the first of a month to work on a job in Chicago, with meals, lodging and transportation paid by the employer; when real work stared them in the face upon their arrival in Chicago they would call on Smith of Pittsburgh, who happened to be hiring men to leave that night for work in the steel mills. Without doing a stroke of work they would "ship out" for Pittsburgh; another night's lodging, three square meals and passing scenery. At Akron or Youngstown they would wave good-bye to Smith. Probably on the first of the following month they were back in New York where they had started. It was one of the war's greatest outdoor sports.

For years these three tourists, and their kind, had been telling labor scouts, foremen, employers and the world in general where to "get off."

Now McMahon was volunteering that information to them.

Very much expurgated the information ran about like this:

"If you birds like Ireland or Russia

or England or some other country better than this country, why don't you go there? Why don't you beat it? If I liked some other country better than I liked my own, I'd get there if I had to swim. Work? No, I ain't working, but it ain't because I don't want it. I'm still looking. You birds are afraid you might find it. Why don't you ship out? Take another ride; there's a boat every day and the wind's with you!"

I listened for perhaps five minutes, and then I called him over.

"Do you want a job, son?" I asked him. He said, "Yes, sir!"

I told him to come to the office in the morning. He was there before I was, and then I learned more about him.

At seventeen he had enlisted with a Massachusetts volunteer outfit and gone overseas. After he was discharged he went to work again in the textile mill at Lawrence and married a girl who was working in the same mill with him. When the industrial shake-down hit New England, he and his wife moved to the city. They were living at 708½ N. Blank street in a 10 feet by 10 feet box that passed for a room. While he had been searching for work day after day for six weeks, his wife was doing kitchen work in one of the city's restaurants. She made enough to pay the rent and buy food. His meals for one week had consisted of oatmeal with neither sugar nor milk—just oatmeal, straight.

And this was the boy who at the fag end of a winter day, penniless, shivering and half starving, stood on the curb and preached the faith that was still in him. He got his job, but to this day he doesn't know why. I never told him; in fact, I doubt if he would have understood if I had told him why he got it.

"What is a man going to do who is able to work, wants work and can't find it?" A man past forty who, when the industry with which he had been connected went to the wall, lost everything but his practical business judgment, answered that question infinitely better than anyone could answer it for him.

In his late twenties he had been a school teacher, but at thirty years of age he had entered the industrial field, specializing in industrial chemistry. When he found himself out of a job, he did precisely what thousands of men similarly endowed and situated have done and are doing to-day throughout the country. He compiled a list of employers whom he thought might be interested in obtaining his services. In his particular case it was a list of publishers of technical books. He then addressed to each employer on this list a carefully prepared letter setting forth his experience in detail in those particular lines which he reasoned

INSURANCE IN FORCE \$85,000,000.00

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President



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MERCHANTS LIFE INSURANCE COMPANY

Offices: 4th floor Michigan Trust Bldg.—Grand Rapids, Michigan
GREEN & MORRISON—Michigan State Agents

Grand Rapids National Bank

The convenient bank for out of town people. Located at the very center of the city. Handy to the street cars—the interurbans—the hotels—the shopping district.

On account of our location—our large transit facilities—our safe deposit vaults and our complete service covering the entire field of banking, our institution must be the ultimate choice of out of town bankers and individuals.

Combined Capital, Surplus and Undivided Profits over

\$1,450,000

GRAND RAPIDS NATIONAL BANK
GRAND RAPIDS, MICH.

Slip This Gift Into Your Pocket—

A valuable addition has just been made to existing literature on the important subject of will making, and the proper planning of estates, as well as their care.

Our new booklet is entitled,

"EXECUTOR, ADMINISTRATOR, TRUSTEE, GUARDIAN, ETC."

In a very concise way it deals with those questions of making provision for the family's future, which come very close to every man who really cares to do the best thing possible.

The arguments in favor of thoughtful action covering the future are so strong, that no sensible person will attempt to deny the conclusions reached.

The booklet not only convinces you of the duty and advantage of "estate-planning," but suggests the means of doing so, and offers a service covering any possible contingency. Even the matter of "COST" is gone into, and the economy of responsible "Trust Company service," efficiency considered, is made clear.

This valuable Booklet will be sent to anyone asking for it, upon return of the attached Coupon.

The Michigan Trust Company,
Grand Rapids, Michigan.

20-A

Gentlemen:—Please send me your latest book on "EXECUTOR, ADMINISTRATOR, TRUSTEE, GUARDIAN, etc."

Name _____

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We have at all times a list of high grade investment bonds from which to choose.



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would interest each of these publishing houses. There was nothing out of the ordinary in that, but he did not stop there. He did what hardly one man in a hundred, who is seeking work, does to-day. He suggested to each of these publishing houses how his services could be utilized to the advantage of each individual publishing house.

There were seven of these houses upon his mailing list. He received almost immediate replies from six of them, and out of these six, four asked him to call for a personal interview. He had no sooner closed with one than two other houses, after thinking over his suggestions, wished to close with him at once. His proposition, briefly, was to write pamphlets and these on the latest developments in metallurgy and industrial chemistry, as well as reviews of technical books for advertising purposes.

An ex-major was another of that self-reliant type. He had served an overseas branch of the Ordnance Department and carried with him the finest citations from the Commander-in-Chief and his superior officers that I have seen. He convinced officials of an iron and steel company to whom I referred him that he was more than a job seeker. He showed these officials how by the expenditure of one dollar they could make two dollars in the purchase and resale of Army Ordnance surplus stock. The moment these officials appreciated the soundness of his proposition the major got his job, which carried with it a drawing account and interest in the profits on the proposed deals.

A prominent banker recently said that the sole force that would drive people from the cities back to the farms and the rural districts is starvation. A rather crass and brutal statement, yet I admire his courage in making it, for years in employment work, when men were seeking the job and the job seeking the men, have convinced me of its everlasting truth. Men, regardless of their trade, vocation or station in life, prefer the comforts, the privileges and the glamor of city life, and from what I have seen in placing men on farm jobs, the women are not far behind the men. So long as the comparatively higher wages and social advantages of city life are within their grasp, the large percentage of our artisans and semi-skilled population will choose work in the cities regardless of the increased living cost as compared with life in the town and rural communities.

The money in the pay envelope and our so-called city advantages have been the determining factors. Perhaps they always will be. Men with their families will again take up their homes in the country district when economic necessity—starvation, to put it bluntly—is to-day forcing thousands out of the cities and back to the homes they came from, two, five and ten years ago. The war and the phantom prosperity that for a year or more succeeded it drew literally hundreds of thousands from the farms and towns and hamlets, particularly those of the Middle West. Thousands of overseas boys, in the spring and summer after the armistice, made straight for the

big money they had read about in the home papers that sifted through to them while at the front.

Thousands have gone back; how many of them, we will never know. There is evidence of it daily. A striking example recently came to my notice. A large plant, which in one department had been running full force for the past five years, suddenly found itself overstocked. It accordingly furloughed or dropped for an indefinite period fifty-six of its mechanics from the department in question. One week after the notice of the shutdown or temporary suspension, the plant received an order for its products which made it necessary to resume full operation at once. The shop foreman at once mailed postal cards to each of the fifty-six, requesting them to report at the plant upon receipt. Allowing for the delivery of the postals within twenty-four hours, it banked on substantially all of its former employees being back at their benches within two days. At the expiration of four days only thirty-one of the men had reported. As the work was of a highly technical nature and one in which the men had during the past five years become unusually proficient, it was desirable to make a special effort to get them back. The foreman accordingly jumped into his flivver and made a personal call at the addresses of the missing twenty-five.

This canvass developed the information that three had found work elsewhere in the city, four had "moved on" to points East or West, two were sick, two wanted to "rest up a bit," and the remaining fourteen had gone or were going back home to or with their families; and "back home" in most cases, the foreman told me, meant "five hundred to a thousand miles away back to the cornbelt, the cross roads and the small towns where

most of them came from five years ago."

There is no cure-all or panacea for unemployment. For better or for worse it runs its course. The only antidote is work, but if all men in America, from the kitchen scullion to the technical engineer, looking for work to-day were fused into one composite type and that composite type sat opposite me, I could give him no more conscientious, worth-while advice than this:

"If you are on the ragged edge, snap

out of it; start your new day as near to your own door step as you can; remember that most of our troubles never happen; think less of jobs and more of what you can offer in sound ideas and service."

Some clerks' ideas of a good place to work is a store where no one complains if they cut off half an hour from each end of the day. Their idea of a good boss, however, wouldn't be one who cut a little off from the pay every Saturday night.

Fourth National Bank GRAND RAPIDS MICHIGAN

United States Depository

Capital and Surplus \$600,000

3% interest paid on Savings Deposits, payable semi-annually.

3½% interest paid on Certificates of Deposit if left one year.



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Through our Bond Department we offer only such bonds as are suitable for the funds of this bank.

Buy Safe Bonds
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BONDS FOR INVESTMENT

We own and offer a comprehensive list of carefully selected Government, Municipal, Railroad and Public Utility Bonds, which we recommend for investment.

We shall be pleased to send descriptive circulars to investors upon request.

ESTABLISHED 1880

Paine, Webber & Company

12TH FLOOR, G. R. SAVINGS BANK BUILDING
GRAND RAPIDS, MICHIGAN

BOSTON

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Are You Looking for a Remunerative Position?

The following record has been made by the MICHIGAN MUTUAL LIFE agents in the state of Michigan, outside of Detroit. During:

March	\$421,571.00
April	580,262.00
May	686,728.00
June	747,062.00

The reason is their wonderful new Savings Bank Policy, combining the savings bank with Life Insurance. You have no investment and can make from \$200 to \$500 per month selling this policy.

Address, Suite 304 Insurance Exchange Building, Grand Rapids, Michigan.

Fire Prevention Week.

The Chamber of Commerce of the United States, with its 1,400 member organizations, is working with Fire Prevention organizations, to make Fire Prevention week, October 2-8, National in scope. At least three-fourths of America's fires, are preventable. The record for 1922 bids fair to show an increased fire toll. Even the National Chamber has waked up to the fact that our huge fire loss is seriously affecting our economic situation. The American public must be educated in the matter of carefulness.

The National Fire Protection Association in response to numerous requests has prepared the following suggestions for use of municipalities observing "Fire Prevention Week."

Monday, Oct. 2—Luncheon meetings of Chamber of Commerce and clubs with speakers on fire prevention and announcement of campaign plans; distribution of posters, handbills, stickers and "self inspection" blanks; general publicity announcing fire prevention plans; exhibitions and window displays open.

Tuesday, Oct. 3—Clean-up day for homes, factories and stores.

Wednesday, Oct. 4—Clean-up of yards, alleys and streets. (All rubbish to be removed by the authorities).

Thursday, Oct. 5—Inspection day. Self inspection by owners and tenants in addition to the customary fire department inspections.

Friday, Oct. 6—Fire prevention in the schools. Children hand in inspection report blanks; exercises to which parents are invited; publication of results of "self-inspection."

Saturday, Oct. 7—Theater day. Lantern slides, special films and four-minute speakers in all available theaters.

Sunday, Oct. 8—Church day. Sermons on fire waste and fire prevention.

Monday, October 9—Fire prevention day. Parades, public meetings and wherever possible, special newspaper fire prevention supplements.

Making Fire Prevention a Real Issue.

Every man, woman and child in the United States suffers either direct or indirect financial loss because of the seemingly unbridled advance of our National fire loss. Considerably more than \$300,000,000 goes up in smoke every year.

This is but one item of the loss. There are on an average 18,000 human lives lost, while some 60,000 persons suffer bodily injury in varying degree. Because of our fire worshipping habits, extensive fire departments are necessary. Fortunately most of these are amazingly efficient, yet due to the fact that we have never established fixed habits tending materially to reduce this fire loss nor persistently waged effective education to the same end, the cost of our National annual bonfire is many times greater than the figures usually published representing this loss.

For a number of years it has been the custom to in some fitting way observe October 9 as Fire Prevention Day. This date has been generally accepted for such observance throughout the country because it is the date of the memorable Chicago fire of 1871.

Frequently a week's program is arranged in the larger cities and suitable exercises designated for each day of the week.

Fire.

I put forth a tentative hand.
I retreat.
Then I feel of the wood:
It is good, it is sweet;
So I swathe it
In blue, like a band.
I advance.
Like a lance darting out
To the death
I leap, and about
The fagots I turn
Until they crackle and burn:
Then I prance and I dance
And I strengthen and lengthen,
Growing more, growing more
While I gather my power—
I shall conquer, this hour!
Then I rumble and roar:
"Give me more! Give me more!
I aspire! I am Fire!"

Indian Summer.

Jackson, Sept. 26—We all know the beauty of an Indian Summer, but few know the origin of the name. We have been told that "it is a warm spell in the Fall, coming after the first frost." Indian Summer got its name from a custom of the Indians who roamed the wilderness and the prairie, living by fishing and hunting, who in Winter faced the problem of food for their horses. When the dry, hot winds of Summer had scorched the long wild grasses of the prairies the Indians set fire to the dry areas just before the fall rains were due. They knew that after the Great Spirit had sent the rains, the grasses would spring forth again to afford new pasturage before the Winter came.

All of this took place when Nature was busy with her Autumn tinting, and the leaves were beginning to fall and the smoke of the prairie fires cast a haze of blue and gray over all the world in that glory known as Indian Summer. Dorothy M. Lathrop.

Corporations Wound Up.

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State:

Ludington Rubber Co., Ludington.
Highway Sign Co., Detroit.
Ann Arbor Machine Corporation,
Ann Arbor-Wilmington, Del.
Drake & Wallace Boat Co., St. Joseph.
Lake Superior Stone Brick Co., Calumet and Ripley.
Lincoln Theater Co., Wyandotte.

The best kind of help, the kind that every merchant wants, comprise the men and women who are looking for the best kind of employers.

Signs of the Times Are Electric Signs

Progressive merchants and manufacturers now realize the value of Electric Advertising.

We furnish you with sketches, prices and operating cost for the asking.

THE POWER CO.

Bell M 797

Citizens 4261

Michigan Shoe Dealers Mutual Fire Ins. Co.

LANSING, MICHIGAN

PLAN OF BUSINESS

CLASSES INSURED . . . General Mercantile Business.
POLICIES . . . Michigan Standard Policy, with Mutual Conditions added—approved by Michigan Insurance Department.
RATES . . . Full Michigan Inspection Bureau Tariff.
DIVIDENDS . . . Payable at end of policy year—current dividends 30%.
CONTINGENT LIABILITY. Limited to one additional annual premium.

OUR SERVICE

Insurance to Fit Your Individual Needs
Fire Prevention Engineers at your service without additional cost

OUR SLOGAN

BETTER CARE FEWER FIRES LOWER COST

SAFETY SAVING SERVICE**CLASS MUTUAL AGENCY****"The Agency of Personal Service"****COMPANIES REPRESENTED AND DIVIDENDS ALLOWED.**

Minnesota Hardware Mutual	55%	Shoe Dealers Mutual	30%
Wisconsin Hardware Mutual	50%	Central Manufacturers' Mutual	30%
Minnesota Implement Mutual	50%	Ohio Underwriters Mutual	30%
National Implement Mutual	50%	Druggists' Indemnity Exchange	36%
Ohio Hardware Mutual	40%	Finnish Mutual Fire Ins. Co.	50%

SAVINGS TO POLICY HOLDERS.

Hardware and Implement Stores, 50% to 55%; Garages and Furniture Stores 40%; Drug Stores, 36% to 40%; Other Mercantile Risks, 30%; Dwellings, 50%.

These Companies have LARGER ASSETS and GREATER SURPLUS for each \$1,000.00 at risk than the Larger and Stronger Old Line or Stock Companies. A Policy in any one of these Companies gives you the Best Protection available. Why not save 30% to 55% on what you are now paying Stock Companies for no better Protection. If interested write, Class Mutual Agency, Fremont, Mich.

**OUR FIRE INS. POLICIES ARE
CONCURRENT**

with any standard stock policies
that you are buying.

The Net Cost is **30% Less**

Michigan Bankers and Merchants Mutual Fire Insurance Co.
of Fremont, Mich.

WM. N. SENF, Secretary-Treas.

**Grand Rapids Merchants Mutual
Fire Insurance Company****Economical Management**

Careful Underwriting Selected Risks
Conservative but enjoying a healthy growth.
Dividend to Policy Holders 30%.

Affiliated with the

Michigan Retail Dry Goods Association

OFFICE 319-320 HOUSEMAN BLDG.

GRAND RAPIDS, MICH.

A Barking Dog Never Bites.

Crooked Creasey's legal representative, Dillard D. Schroader, who claims to have an office in Louisville, is sending out a "third and last letter" to grocers who signed notes for the Creasey crooks under false pretenses, reading as follows:

Louisville, Ky., Sept. 18—This is the third and last letter I shall write you concerning your notes and contract due the Creasey Corporation. You have not even shown me the courtesy of a reply to my letters and I shall have suit filed immediately.

The Creasey Corporation is a large and growing concern with an authorized capital stock of \$3,000,000, and is now operating about thirty-five branch wholesale groceries, each one of which has a membership ranging from 200 to over 1,000. It also has several affiliated houses operating on the "Creasey Plan." By consolidating the purchasing power of these houses it is obviously possible to obtain better prices on some brands of merchandise than otherwise. The company has several thousand dollars due it on membership contracts and these have been placed for collection. As fast as this money is collected it is sent to the various branches, thereby enabling these branches to carry larger stocks of merchandise and render a more valuable service to the members. The membership is growing very rapidly and this also strengthens the various branches and makes the memberships and stock of the corporation more valuable. The company is under experienced and trustworthy management.

The contract you signed is plain and easily understood. I do not believe you can avoid the payment of this contract and, to be frank with you, I must say that if you are solvent I propose to prosecute the collection of same to the fullest extent of the law. The corporation informs me that it is ready, willing and able to carry out its agreement with you to the letter and insists that you do the same on your part.

I do not desire to sue on this claim as such action must cause unnecessary trouble for both you and my client. The proper thing for you to do is to carry out your contract, pay these notes and get your certificate. A membership certificate entitles you to a line of credit in the Creasey Corporation of \$300 and if you co-operate with your branch manager you should be able to make back your investment with your purchases. The certificate is also transferable and if you should desire to sell it you would be privileged to do so.

I have been fair with you in connection with this claim. I hope to hear from you by return mail, but if I do not hear from you within seven days from date hereof suit will be filed as above indicated without further notice or delay.

D. D. Schroader.

Of course, no sane merchant will pay any attention to the threats of any legal lunatic who thinks he can scare Michigan merchants into contributing to the coffers of the boss crook of the age by honoring notes obtained by fraud.

Beware of De Jonke and Davis.

Kalamazoo, Sept. 26—A new brand of "confidence game" has recently been tried on some of Kalamazoo's merchants, who have some worthless checks as souvenirs of their experience with a clever "crook." The checks have been turned over to Sheriff Fred C. Putnam.

According to the reports made to Sheriff Putnam, a man giving his name as John R. DeJonke, his address as 1701 South Burdick street and his occupation as inspector for the American District Telegraph Co., went to the First National Bank Aug. 23 and

started a checking account there, depositing \$75.

A short time afterward DeJonke visited several Kalamazoo clothing stores, selected various articles of clothing and had them laid aside for him paying at each store a small deposit by a check drawn on the First National Bank. As these checks went through and were paid without any difficulty, the merchants thought DeJonke's checks were good, and when he returned Sept. 12, took the articles of clothing he had laid away and paid for them by check, no objection was made to taking the checks and letting him have the clothes.

As Sept. 12 was election day, the merchants did not discover until the following day that the checks were worthless.

When the checks, totaling \$150.68, came in to the bank, the balance in De Jonke's account was \$4.24. The matter was reported to Sheriff Putnam and was turned over to Under Sheriff Curtis A. Pringle for investigation.

Undersheriff Pringle found first that there is no such number on South Burdick street as 1701, and that nobody answering DeJonke's description had been living anywhere in that part of the street where such a number might be located.

According to the description given by the Bank and merchants, DeJonke is six feet one inch tall of slender build, weighing about 160 pounds, is about 26 years old, and light complexioned.

Another worthless check which has been turned over to Sheriff Putnam was passed at Raymie Warren's Sport Shop by a man calling himself Ralph Davis, recently.

Davis bought a couple of boxes of shells. In payment for the shells he tendered a check for \$28.45, made out to Ralph Davis and signed "W. H. Vandenburg" Kalamazoo grocer. It was drawn on the Kalamazoo-City Savings Bank.

After cashing the check Mr. Warren, suspecting it was worthless, called the bank and found Mr. Vandenburg had no account there. He also learned that Mr. Vandenburg had no employee named Ralph Davis, though Davis told Mr. Warren he worked there.

Davis is about 38, five feet 11 inches tall, weighs 170 pounds, has a very dark complexion and a round face.

Boom Talk Still Being Heard.

Written for the Tradesman.

Reports from different sections of the country indicate that much "boom talk" is still going the rounds. Not every one who predicts a boom really expects one. Much of this talk arises chiefly out of a desire to make everybody feel a little better and thus, perhaps, to give an added stimulus to the fall trade. Talk of a boom, however, is deprecated by the more conservative business leaders, who prefer a continuation of the steady improvement of the past months rather than any sudden spurt of business with the inevitable reaction. Still, there are not a few who would like to see another boom in spite of the rough experiences of 1920. They desire it as a means of counteracting the effects of the previous one, whose scars are still in evidence. There is a feeling that they have learned enough during the last few years to be able to gain all the benefits that can be derived from a new boom without suffering the ill results when the pendulum begins to swing the other way. They would "mop up" during the inflationist phase of the business cycle and then fortify themselves against losses when the downward swing begins. In other words, their feelings may be summed up in the

language of one business man who was quoted in this column some months ago: "Give me the peaks of the business curve every time, and I'll take my chances with the valleys."

There are undoubtedly many business concerns that have gone through previous boom periods and the subsequent periods of depression and readjustment with a net gain as a result of the boom. We could name several concerns that refused to regard the flush times of 1920 as more than a transient condition, and, while making money, like everybody else also made preparations against the time when the inevitable reaction would set in. Consequently when the storm broke two years ago they were not embarrassed with huge and costly inventories or with overextended credits. Such cases, however, were exceptional. Moreover, they could never become the general rule, for the reason that if every business concern followed such a conservative policy booms such as we have experienced in past years would never come. We are too close to recent events to draw sweeping conclusions from what has occurred, but it is quite possible that the chief rea-

son why a boom failed to follow the end of the strikes, in accordance with the predictions of certain optimists, was the persistence of the cautious attitude among traders who now recognize the cyclical nature of business phenomena. William O. Scroggs.

Nation-Wide Candy Day.

Grand Rapids, Sept. 26—The confectioners of the United States have designated Oct. 14 this year as an annual Nation-wide Candy Day.

Suitable window trims and special sales will feature the day with the retail dealers, particular emphasis being put on the giving of candy as a gift to someone, as mother, sister, sweetheart, kiddies, etc.

It is the intention of the large candy manufacturers in Grand Rapids, such as ourselves and Brooks & Co., to see that the children in the hospitals and charitable homes are not overlooked. We will donate ample supplies of candy to these institutions for that purpose.

It is the plan to make this day as impersonal as possible, so far as the wholesalers and dealers are concerned, the main idea being to make someone happy on Candy Day by the gift of candy.

We will appreciate any space you give this event in your valued publication. National Candy Co.

THE SIGN OF QUALITY
For Your Protection



Lily White

"The Flour the Best Cooks Use"



Will Delight You

A GOOD RECIPE FOR CINNAMON ROLLS

2 cups Lily White flour, ½ teaspoon salt, 6 teaspoons baking powder, 1 cup sugar. Sift all together and add enough milk to make a soft dough. Roll out on board, brush over with melted butter, sprinkle with 1-4 brown sugar, ¼ teaspoon cinnamon, ¼ cup raisins. Roll up and cut in 2-inch lengths. Bake 20 minutes.

Our Guarantee
We Guarantee you will like Lily White Flour, "the flour the best cooks use" better than any flour you ever used for every requirement of home baking. If for any reason whatsoever you do not, your dealer will refund the purchase price.---He's so instructed.

Why You Should Use Lily White
REASON No. 5
Sold With a Guarantee to Completely Satisfy

We are glad to guarantee Lily White. We know what goes into Lily White, how it is made, and the results to be obtained from it by the home baker. Read our guarantee. You, too, will know these things when you also know Lily White.

Ask Your Grocer For It.

VALLEY CITY MILLING COMPANY
GRAND RAPIDS, MICHIGAN
"Millers for Sixty Years"

Ads like these are being run regularly and continuously in the principal papers throughout Michigan. You will profit by carrying Lily White Flour in stock at all times, thereby being placed in position to supply the demand we are helping to create for Lily White Flour.

H. LAUGHLIN CHINA CO.

Buy the well known—popular—guaranteed brand of “LAUGHLIN CHINA.” It will give satisfaction and return sure profit on your sales.



THIS WARE SELLS EVERY MONTH IN THE YEAR AND THERE IS NO RISK IN BUYING “LAUGHLIN CHINA.”

Note the Retail Price at which the chinaware will meet with ready sale and at decided reduction from former prices.

We offer TWO SUGGESTED ASSORTMENTS OF WHITE WARE. You may add any other items your stock may need and it will be sent at corresponding low prices; or you may change the quantities of items shown as desired.

SUNRISE ASSORTMENT		Retail Price
	Set	
20 Sets of 6—Cups and Saucers	-----	\$1.00 \$20.00
20 Sets of 6—7 in. Dinner Plates, Act. 9 in.	-----	1.00 20.00
12 Sets of 6—4 in. Fruits, Act. 5 1/2 in.	-----	.50 6.00
12 Sets of 6—36s, Oatmeals	-----	.90 10.80
	Each	
12 only of 6 in. Deep Nappies, Act. 7 in.	-----	.25 3.00
12 only of 7 in. Deep Nappies, Act. 8 in.	-----	.30 3.60
12 only of 8 in. Deep Nappies, Act. 9 in.	-----	.50 6.00
12 only of 9 in. Deep Nappies, Act. 10 in.	-----	.65 7.80
12 only of 36s, Deep Bowls, 1 1/4 Pt.	-----	.20 2.40
12 only of 30s, Deep Bowls, 1 1/2 Pt.	-----	.25 3.00
6 only of 10 in. Meat Platters, 13 1/2 in.	-----	.50 3.00
6 only of 12s, Pitchers, 5 Pt.	-----	.75 4.50
6 only of 30s, Pitchers, 3 Pt.	-----	.50 3.00
6 only of 36s, Pitchers, 2 Pt.	-----	.40 2.40
40 Doz. Retail Prices	-----	\$95.50

DAYLIGHT ASSORTMENT		Retail Price
	Set	
24 Sets of 6—Cups and Saucers	-----	\$1.00 \$24.00
16 Sets of 6—7 in. Dinner Plates, Act. 9 in.	-----	1.00 16.00
4 Sets of 6—5 in. Pie Plates, Act. 7 in.	-----	.75 3.00
4 Sets of 6—4 in. Bread and Butter Plates Act. 6 in.	-----	.60 2.40
4 Sets of 6—7 in. Coupe Soups, Act. 8 in.	-----	1.00 4.00
4 Sets of 6—36s, Oatmeals	-----	.90 3.60
8 Sets of 6—4 in. Fruits, 5 1/2 in.	-----	.50 4.00
	Each	
12 only of 7 in. Deep Nappies, Act. 8 in.	-----	.30 3.60
12 only of 36s, Deep Bowls, 1 1/4 Pt.	-----	.20 2.40
6 only of 8 in. Platters, Act. 11 1/2 in.	-----	.40 2.40
6 only of 10 in. Platters, Act. 13 1/2 in.	-----	.50 3.00
4 only of Creamer, 1 Pt.	-----	.35 1.40
4 only of Covered Sugar	-----	.60 2.40
4 only of Covered Vegetable Dish	-----	1.25 5.00
36 Doz. Retail Prices	-----	\$77.20

Please notice that prices given are suggested retail prices.

The above carefully made up assortments of best sellers in WHITE CHINA WARE, can be shipped at once from our stock in Grand Rapids. No charge for package. You may change the quantities in the list to suite your stock. WRITE FOR DISCOUNT TO MERCHANTS.

ASK FOR DISCOUNT FROM

H. LEONARD & SONS

LAUGHLIN CHINA SELLING AGENTS

GRAND RAPIDS, MICHIGAN



Michigan Retail Dry Goods Association.
 President—J. C. Toeller, Battle Creek.
 First Vice-President—F. E. Mills, Lansing.
 Second Vice-President—W. O. Jones, Kalamazoo.
 Secretary-Treasurer—Fred Cutler, Ionia.
 Manager—Jason E. Hammond, Lansing.

Wool, Woolens and Clothing.

Figures showing the disposition of wool from the great producing countries indicate that large quantities have been bought for other than immediate consumption. This country has been one of the large purchasers, the purpose being to have a lot of it on hand before the higher duties of the new tariff act become operative. In the last selling season there were disposed of no less than 2,980,892 bales of Australian wool, 926,000 bales of New Zealand wool and 450,000 bales of Argentine wool. South African wool, at the same time, has been cleared up at the source of supply. A conservative calculation, according to a correspondent at Bradford, England, shows that wool consumers in importing countries have acquired about 1,700,000 bales in excess of the production of the four chief wool-growing countries. This does not mean, he adds, that consumption is to some extent in excess of supply, but that large quantities of old stocks have been bought. In this country the last week has witnessed excessively large withdrawals of wool from bond in anticipation of the tariff. It will be many months before all the accumulations will be used in the mills, which is cheerful to contemplate, because there will not be the immediate need for raising fabric prices. The Census Bureau's report on activity in domestic woolen mills in August shows a slight improvement as regards wide looms, but less operation of the narrower ones. On carpets and rugs, however, there was a gain in working looms. A lessened activity was shown in woolen spinning spindles, but the reverse was true as to worsted ones. A notable happening in the goods market during the past week was the withdrawal of lines by the American Woolen Company. This apparently means that they will be higher in price on future orders. It is already announced that the figures on dress goods, the openings of which are set for this week, will show advances. Clothing manufacturers report a better business for practically all sections of the country. The outlook for Fall trade in women's garments is constantly brightening.

Cotton Needs and Fabric Prices.

Reports from both official and unofficial sources during the past week showed a deterioration in the condition of cotton, attributed to unfavorable weather and insect ravages. But the market failed to respond in the

way of higher quotations. It may be due, in a measure, to the widely entertained notion that too high prices for cotton will tend to restrict its use. Then again, statisticians are beginning to revise their tabulations on the world's consumption of the raw material. Predictions made before the war were to the effect that, about this time, over 20,000,000 bales per annum would be required to supply the world's needs. Recently, however, it has been shown that the quantity now used is only about two-thirds what it was in the pre-war year. Should this continue to hold good, there will be no danger of a scarcity in the present cotton year, even though the supply be less than the recent estimate. But much of the statistical matter on the subject has little more than guesswork as a basis, especially that portion relating to output in the Far East. This is one of the things that lends interest to the speculation in cotton. Activity seems to be increasing in the domestic mills. According to the Census Bureau, a half million more spindles were in operation in August than in the month before, and the actual number of spindle hours was 607,818,000 greater. In the goods market the features just now are the resumption of operation in the Eastern mills and the advances in prices of many of the fabrics, both in the gray and finished forms. Thus far, the advances have not served to restrict activity, because there is a real demand for the goods. Cooler weather has brought a number of hurry orders for knit underwear for immediate shipment. There is also more call for hosiery.

The Contented Marriage.

Monroe, Sept. 26—Intelligence or willingness to learn, faithfulness, patience and broadmindedness to admit each other's faults and correct them are the principles whereby a man or woman should guide their marriage. A man coming home to a neat and efficient wife in a home which shows her efficiency cannot help but respect her. If he is a gentleman and helps her rather than tries to rule her, she cannot help but respect him. Adverse conditions in such a home bring out all the more the character of each party. Easy divorce will only tend to increase careless marriages. Ralph J. Kestler.

We are manufacturers of
Trimmed & Untrimmed HATS
 for Ladies, Misses and Children,
 especially adapted to the general
 store trade. Trial order solicited.

CORL-KNOTT COMPANY,
 Corner Commerce Ave. and
 Island St.
 Grand Rapids, Mich.

Gloves

Canvas
 Jersey
 Canvas and Leather
 All Leather in
 Horse, Pig, Mule
 and Henskin
 Wool Knit
 Plush
 Automobile in
 Lined and Unlined

Mittens

Jersey
 Tick-Mitts
 Wool Knit
 Mackinaw Cloth
 Splits
 Horse & Pig
 Leather Choppers
 Suedes
 Kid

Gauntlets, Knit Wrist, Band Top, Elastic Wrists.
 All Styles and Grades.

Daniel T. Patton & Company
 Grand Rapids, Michigan - 59-63 Market Ave. N.W.
 The Men's Furnishing Goods House of Michigan

THE MARKET

Is much stronger and during the past ten days many lines of merchandise have been advanced. The influence of the new tariff bill which became a law last week helped to further strengthen the domestic market, as many lines which have been imported will now cost more than they have been selling for.

Railroad conditions have made deliveries of merchandise very slow, but we are glad to say that we have in stock a very good line of fall merchandise, especially staples.

We would appreciate your allowing our salesmen to show you what we have, or we would like to have you come and visit us. EVERY WEDNESDAY IS CITY DAY, when there will be SPECIAL BUYS IN ALL DEPARTMENTS.

We solicit your mail orders and will give you the same low prices and prompt deliveries the day the order is received.

GRAND RAPIDS DRY GOODS CO. WHOLESALE ONLY

Duro Belle

HUMAN HAIR NETS

Have you our new three gross Metal Cabinet?
 It's a beauty and real salesman, working for you
 every day. Get one through your jobber, and
 display it prominently. Sales and profits will
 then take care of themselves.

NATIONAL TRADING COMPANY

630 SO. WABASH AVE.

CHICAGO, ILL.

Announcement

From Our Ready to Wear Dept.

NORFOLK SUITS

We are carrying a very complete line of Boys two pant suits. All numbers finely tailored and made of good grade woolens. Both pairs of trousers full lined. A most desirable selection of patterns in blue, grey and brown mixtures. Sizes 7 to 17. Priced from \$6.25 to \$9.50 each.

Corduroy two pant suits in Norfolk Style, in sizes 7 to 17 @ \$6.25 each.

Quality Merchandise — Right Prices — Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

PRICES CURRENT ON STAPLE DRY GOODS.

List prices corrected before going to press, but not guaranteed against changes.

Dress Goods.	
32 in. Wool Mixed Storm Serge	42 1/2
36 in. All Wool Storm Serge	77 1/2
44 in. All Wool Storm Serge	97 1/2
50 in. All Wool Storm Serge	1 20
French Serges proportionately,	
Danish Poplar Cloth	42 1/2
Juilliards Novelty Checks & Plaids	1 35
54 in. All Wool Coating	1 50@2 00
Linings.	
30 in. Black Satine	18 1/2
33 1/2 in. Satine, colors	25
36 in. Satine, black & colors	23 1/2@32 1/2
36 in. Printed Satinette	52 1/2
36 in. Radiant Bloomer Satin	45
36 in. Peraline	16 1/2
Windsor Cambril	10 1/2
36 in. Radiant Charmeuse	45

White Goods.
All widths and both finishes of Indian Head, account strike, at value only.

Ginghams and Wash Goods.	
27 in. Plain Colors	15@17 1/2
27 in. Checks & Plaids	17 1/2
32 in. Checks & Plaids	21 1/2
32 in. Checks & Plaids, better quality from	23 1/2@32 1/2
32 in. Tissues	35 @42 1/2
39/40 in. Voiles	37 1/2
40 in. Organdies, all colors	42 1/2
32 in. Romper Cloth	22 1/2
27 in. Apron Ginghams	12 1/2@14 1/2
27 in. Cheviots	16 1/2
Plisse & Serp. Crepe, from	25
36 in. Challies	13 1/2
32 in. Madras	25
32 in. Suitings, from	22 1/2@35
36 in. Chiffon, from	32 1/2@42 1/2
27 in. Poplins	30
36 in. Poplins, from	25 @42 1/2

Percales.	
36 in. 64x60	Lights 13 1/2, Darks 14 1/2
36 in. 68x72	Lights 15 1/2, Darks 16 1/2
36 in. 80x80	Lights 18 1/2, Darks 19 1/2

Crashes.	
18 in. P. Bleached	22
18 in. P. Brown	21
Other grades accordingly and less	
10% for quantities.	
16 in. Irish Imp. Br. Linen Crash	16 1/2
15 in. Bleached Toweling	12 1/2
17 in. Glass Toweling Red Stripe	12 1/2
18 in. Absorbent Toweling	15 1/2
16 in. Blea. Linen Crash, from 18 1/2@20	

Diaper Cloth.	
18 in. Red Star	1 15
20 in. Red Star	1 25
22 in. Red Star	1 35
24 in. Red Star	1 45
27 in. Red Star	1 70
Less 10 per cent.	

Damask.	
64 in. Mercerized	67 1/2
72 in. Mercerized	82 1/2
58 in. Mercerized	45
58 in. Bates or Imp. Hol. Red Dmk.	75

Pattern Cloth.	
58x72 Mercerized	1 25
Larger sizes, good qual. from	2 50@3 00

Towels & Wash Cloths.
Turkish Towels from \$2.25@9.00 depending on size and quality, and whether plain or fancy.
Huck Towels from 62 1/2c@\$.60 per doz. depending on size and quality and whether part linen, hemstitched, etc.
Wash Cloths from 45c per doz. to \$1.50 depending on size and quality and whether plain or fancy.
Bath Sets from 75c@1.30 each.

Draperies.	
32 in. Cretonne	16 1/2
Harmony Art Cretonne	25
Normandy Silkoline	19 1/2
36 in. Better Grades Cretonnes from 25c @62c, depending on quality.	
Scrim & Etamines, from	10 1/2@19 1/2
36 in. Plain & Fancy Marquisettes from 18 1/2c@32 1/2c, depending on quality.	
Curtain Nets from 25c@62 1/2c, depending on width and quality.	

Blankets.	
45x72 Cotton Felted Blankets	1 07 1/2
50x72 Cotton Felted Blankets	1 20
54x72 Cotton Felted Blankets	1 30
60x76 Cotton Felted Blankets	1 45
64x76 Cotton Felted Blankets	1 55
68x80 Cotton Felted Blankets	1 65
72x84 Cotton Felted Blankets	1 80
72x80 Cotton Felted Blankets	1 90
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	
64x76 Barlan Heather Plaid	1 85
72x80 Barlan Heather Plaid	2 20
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	
60x76 Plain Woolnaps	2 30
60x80 Plain Woolnaps	2 50
64x76 Plain Woolnaps	2 55
66x80 Plain Woolnaps	2 65
66x84 Plain Woolnaps	3 05
72x80 Plain Woolnaps	3 00
72x84 Plain Woolnaps	3 15
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	
60x76 Woolnap Plaids	2 50
60x80 Woolnap Plaids	2 65
66x80 Woolnap Plaids	3 00
72x84 Woolnap Plaids	3 45
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	

Comfortables, Indian Blankets & Bath Robe Blankets.	
64x78 Bath Robe Comfortables	2 50
66x80 Bath Robe Comfortables	3 10
72x80 Bath Robe Comfortables	3 25
64x78 Comfortables	3 00
66x80 Comfortables	3 50
66x84 Two in one	3 50@3 75
72x84 Two in one	4 75
72x90 Bath Robe Blankets with Cords, Tassels & Frogs	4 00

Crib Blankets.	
30x40 Stitched	70
30x40 Scaloped	75
36x50 Stitched	1 00
36x50 Scaloped	1 10
36x50 Bound	1 37 1/2

Camp Blankets.	
Camp Blankets	2 50

Auto Robes.	
Auto Robes	2 50

Wool Blankets.	
66x80 Wool Mixed	5 75@6 25
66x 80 All Wool	7 50@8 50
70x80 Wool Mixed	6 50@7 50
70x80 All Wool	8 50@12 00

Comforts.	
Small sizes cheap Grades	22 50
Larger sizes, better grades from	24 00@43 00

Sheets.	
63x90 Pequot	13 75
63x90 Pequot	15 04
72x90 Pequot	15 25
72x90 Pequot	16 69
81x90 Pequot	16 75
81x90 Pequot	18 34
63x90 Pepperell	12 25
63x90 Pepperell	13 39
72x90 Pepperell	13 45
72x90 Pepperell	14 71
81x90 Pepperell	14 35
81x90 Pepperell	15 70
72x90 Lockwood	15 45
72x90 Lockwood	13 71
81x90 Lockwood	14 65
81x90 Lockwood	16 03
Cheap Seamless Sheets	13 50
Cheap Seamed Sheets	9 00

Pillow Cases.	
42x36 Pequot	3 96
45x36 Pequot	4 20
42x36 Pepperell	3 48
45x36 Pepperell	3 72
42x36 Lockwood	3 48
45x36 Lockwood	3 72
Cheap Pillow Cases	2 25

Bedspreads.	
72x84 Bedspreads	1 50
Better qualities and larger sizes up to	5 00

Carpet Warp.	
White	42
Colors	48

Oilecloth.	
5-4 White	2 35
5-4 Meritas White	3 35
5-4 Meritas Fancy	3 25
6-4 Meritas White	4 50
6-4 Meritas Fancy	4 35

Batts.	
3 lb. Quilted Cot. Batts	67 per batt
3 lb. Plain Cotton Batt	65 per batt
8 oz. Small Cotton Batt	10 1/2 per batt
10 oz. Small Cotton Batt	12 per batt
12 oz. Small Cotton Batt	16 per batt
1 lb. Wool Batts	1 45 per batt

Wide Sheetings.	
7-4 Pequot Bleached	43
8-4 Pequot Bleached	48
9-4 Pequot Bleached	53
10-4 Pequot Bleached	58
7-4 Pequot Brown	38
8-4 Pequot Brown	43
9-4 Pequot Brown	48
10-4 Pequot Brown	53
7-4 Pepperell Bleached	38
8-4 Pepperell Bleached	42
9-4 Pepperell Bleached	45
10-4 Pepperell Bleached	50
7-4 Pepperell Brown	38
8-4 Pepperell Brown	42
9-4 Pepperell Brown	45
10-4 Pepperell Brown	48
7-4 Lockwood Bleached	38
8-4 Lockwood Bleached	42
9-4 Lockwood Bleached	45
10-4 Lockwood Bleached	50
7-4 Lockwood Brown	38
8-4 Lockwood Brown	42
9-4 Lockwood Brown	45
10-4 Lockwood Brown	48

Tubings.	
42 in. Pepperell	30
45 in. Pepperell	31 1/2
42 in. Pequot	34
45 in. Pequot	36
42 in. Cabot	30
45 in. Cabot	31 1/2
36 in. Tubing	25

4-4 Bleached Cottons.	
Lonsdale	18
Hope	17 1/2
Cabot	16 1/2
Fruit of the Loom	19
Auto	16 1/2
Big Injun	13 1/2

4-4 Brown Cottons.	
Blifback Rock	14 1/2
Velvet	13 1/2
Giant	13 1/2
Cheaper Cottons	10 1/2@11

Cambrics & Nainsooks.	
Knights	21
Berkley, 60	20
Old Glory, 60	19 1/2
Diamond Hill	15 1/2

Ticking.	
Straw Ticking	15
Feather Tickings from	22 1/2@30
Fancy Satine Tickings from	29 1/2@35
36 in. Imp. Hol. Ticking	42 1/2

Denim.	
220	21 1/2
240	20
260	18 1/2

Prints.	
In Various colors	10 1/2

Cheese Cloth.	
36 in. Bleached Curly Gauze	06 1/2
Better Grades	07 1/2@08 1/2@10

Flags.	
Small Spearheads, doz.	1 90
Larger sizes from 4x6 ft. to 10x15 ft. ranging from, each	\$2.00@8.00

Napped Goods.	
25 in. White Shaker	11
27 in. White & Twill. Shaker	12 1/2@14 1/2
Cashmere Twill	16
27 in. Light Outings	13 1/2@14 1/2
27 in. Dark Outings	14 1/2@15 1/2
36 in. Light Outings	16 1/2@17 1/2
36 in. Dark Outings	17 1/2@18 1/2

Notions.	
Star Snaps, gro.	60
Kohinoor Snaps, gro.	60
Wilsnaps, gro.	75
Satin Pad S G Garters, doz.	2 00
Sampson fly swatters, doz.	75
Roberts needles, per M.	2 50
Stork needles, per M.	1 00
Self Threading Needles, paper	06 1/2
Steel Pins S. C., 300, per box	43
Steel Pins M. C., 300, per box	45
Brass Pins S. S., 100, per box	43
Brass Pins S. C., 300, per box	75
Brass Pins M. C., 300, per box	80
Coats Thread, doz.	59
Clarks M. E. Thread, doz.	59
J. J. Clarks Thread, doz.	56
Belding Silk, 50 yd., doz.	90
Cobro Silk net with elastic, gro.	4 50
Gainsborough Hair Nets	
Single Strand	80
Double Strand	1 00
Wolverine nets, gro.	9 00
R. M. C. Crochet Cotton, per box	75
B-4 O. N. T. Cro. Cotton, per box	80
Silkene Crochet Cotton, per box	90
Sansilk Crochet Cotton, per box	55
M & K or Dexters Knit. Cot., white, per box	1 50
Black and colors	1 75
Allies Yarn, bundle	6 50
Fleishers Knitting Worsted Skeins	2 30
Fleishers Spanish worsted balls	2 60
Fleishers Germant'n Zepher Balls	3 70
Fleishers Saxony Balls	3 70
Fleishers Knitting Worsted Balls	2 60
Fleishers Scotch & Heather Balls	2 90
Excello Suspenders, doz.	4 50
President Suspenders, doz.	4 50
President Suspenders, Ex. Heavy	6 00

Infants' Hosiery.	
Cotton 1x1 Rib Hose	1 00
Combed Yarn 1x1 Rib Hose	1 85
Mercedized Lisle Hose, Cashmere	
Silk Hl. & toe, 60% Wool Hose	4 12 1/2
Silk & Wool Hose	6 12 1/2

Children's Hosiery.	
BS No. 1 Cotton Hose	2 10/8
2 Thread 200 Needle, 3 lbs. on 9 2 25/3	R. & F. 07 1/2
Misses Mercerized 300 Needle	R. 10 F. .05
Combed Yarn Hose	2 25/7
Misses Cot. 28 oz. Dou. card. Hose	R. 10 F. .05
Misses Merc. 344 Needle Hose	R. 10 F. .05
	R. 10 F. .05

Ladies' Cotton & Silk Hosiery.	
176 Needle Cotton Hose	1 15
220 Needle Cotton Hose	1 35
220 Nee. Co. Yarn, seam back Hose	2 50
232 "Burson" rib top	4 25
232 "Burson" rib top, out size Hose	4 50
520 "Burson" split sole Hose	4 25
220 Needle Mercerized	4 00
Pmt. 110, lisle, hem top	4 00
440 Needle full Mercerized	5 25
Fibre Silk Hose	4 62 1/2
12 Strand Pure Silk Hose	12 00
Pmt. 110 Silk & Fibre	8 50
260 N'dle 18 in fibre boot mock sm.	6 75
10 Strand 18 in. Boot Silk	9 00
Ladies' Full Ash. all silk Hose	21 00

Ladies' Fleece & Wool.	
220 needle, 2 lb. combed yarn	2 25
200 needle, 2 1/4 lb. comb. yarn hose	3 00
200 n'dle, 2 1/4 lb. O.S. comb. yn. hose	3 25
176 needle out size Hose	2 50

Men's Hose.	
E. & F. Hose Cotton	1 40
Record, med. weight Cotton	1 90
R. & D. Heavy Cotton Hose	1 50
176 needle Cotton Hose	1 25
200 needle combed yarn Hose	2 00
200 needle full mercedized Hose	2 85
240 needle fibre plated Hose	4 50
Pure Thread Silk Hose	6 00
Nelson's Rockford socks, bdl.	1 30
Nelson's Rockford socks, bdl.	1 45
Nelson's Rockford socks, bdl.	1 55
2 1/4 lb. Wool Sox	2 25
3 lb. Wool Sox	3 50@3 75

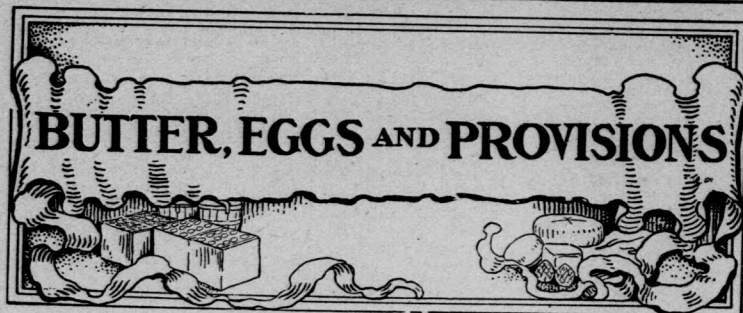
Childs Waists.	
"Cub" Knit Waist	2 50
"Bear" Knit Waist	3 75
Muslin Waist	2 25@3 50@4 50

Boys' Underwear.	
Fleece Union Suits	7 00/2
Egypt Ribbed Union Suits	Rise .75
	4 25/2
"Hanes" No. 953 Ribbed U. S.	6 00/20
Part Wool Union Suits, all sizes	10 50
50% Wool Union Suits	13 50/24
Heavy Fleece Vests & Pants	Rise & Fall .75
	3 50/16
Part Wool Vests & Pants	Rise .50
	5 50/16
	Rise of .50

Spring.	
Boys' 72x80 pin check Ath. Stan. S.	4 75
"Hanes" 756 & 856 72x80 pin check Athletic Suit	6 12 1/2

Misses' Underwear.	
Vellastic Vests & Pants	3 00/16
	Rise .37 1/2
Heavy Fleece Union Suits	6 50/2
	Rise .62 1/2
Med. weight Fleece Union Suits	5 00/2
	Rise .50
Part Wool Union Suits	11 50/2
	Rise .75
Vellastic Fleece Union Suits	7 00/2
	Rise .75

Spring.	
Misses Gauze 12 cut Union Suits	4 25
LSS1 "Sealpax" Athletic Suits	8 50



Michigan Poultry, Butter and Egg Association.
 President—J. W. Lyons, Jackson.
 Vice-President—Patrick Hurley, Detroit.
 Secretary and Treasurer—Dr. A. Bentley, Saginaw.
 Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

No Change in General Level of Wholesale Prices.

Written for the Tradesman.

Although the index for wholesale prices compiled by the Bureau of Labor Statistics showed no change for August, there was a considerable shifting among indices for the various commodity groups, the advances in the case of some being offset by the declines among the rest. The heaviest advance was made by the fuel and lighting group, whose index rose 6.6 per cent. during the month and is now nearly 50 per cent. higher than a year ago. The metals group also rose about 4 per cent. Cloths and clothing, chemicals, building materials, and the miscellaneous group made advances of one or two points, while farm products and foodstuffs declined 3 per cent. and 2.7 per cent. respectively. The index for all commodities is now 9 per cent. higher than it was a year ago, but the indices for three groups—foods, chemicals and miscellaneous—are lower than they were at the end of August, 1921. In fact, the latest price statistics fail to show any continuation of the evening-up process that was in evidence at the beginning of the year. In the commodity groups in which there had been little deflation, as for example in fuel, building materials, house furnishings and cloths and clothing, deflation has been arrested and in the case of the first two of these groups inflation has returned. These developments raise the question whether the pre-war relationship between commodity prices will ever be restored. If so, it is obvious that a far-reaching readjustment in prices is yet to come.

It is evident from the foregoing that such price inflation as has occurred has not been general. The substantial advance in the prices of fuel and metals is a direct result of the recent strikes. Without the labor disputes, it seems reasonable to assume the general average of prices in August would actually have been lower than it was in July. This fails to establish the case for widespread inflation. It has been stated, however, that the rail strike is responsible for the decline in prices of farm products and foods which offset the advances in other commodity groups during the past month. If the rail strike had interfered only with the export movement of farm products it might have been responsible for the drop in their prices, but it has interfered as much with the

movement from the primary to the terminal markets as with the movement from the interior to the seaboard. The retarding of the movement from the farm to the terminal markets, instead of causing prices to decline, would rather have the opposite effect.

William O. Scroggs.

Chinese Create Two New Fruits.

Atlanta, Ga., Sept. 23—Two Florida horticulturists, one a Chinese and the other a Negro, have developed new varieties of fruits which the former believes is destined to fill a gap in the fruit calendar of this section, and the other to introduce a new variety of grapefruit.

Lue Gim Gong, the Chinese, whose estate near DeLand is one of the show places of Central Florida, gained international prominence some years ago when he disclosed the development of a new variety of orange possessing unusual qualities, from the viewpoint of the citrus fruit grower. The orange, which was named the "Lue Gim Gong" in honor of its developer, now is produced throughout the state. In March, 1921, Lue Gim Gong announced the production of, and exhibited, a grapefruit remarkable for the penetrating power of its agreeable aroma. His experiments with citrus fruits are continuing.

Hezekiah Brooks, Negro gardener and fruit grower of Miami, recently announced the successful conclusion of his attempts to produce a new variety of mango. The result is destined to fill a gap in the fruit calendar of this section because, he claims, the fruit ripens between November and January, a period during which the mango is not to be found in this market.

The Brooks mango is similar to the Mulgoba in appearance and texture but is declared to be superior to that variety in flavor. Some experts pronounce it a cross of the Mulgoba and Sundash. Brooks has presented some of the new mangoes to Charles Deering for propagation and experiments in the Deering estate here.

If you can make yourself just the right man for the place, you can name your own wages, within reason.

**You Make
 Satisfied Customers
 when you sell
 "SUNSHINE"
 FLOUR**

Blended For Family Use
 The Quality Is Standard and the
 Price Reasonable

**Genuine Buckwheat Flour
 Graham and Corn Meal**

**J. F. Eesley Milling Co.
 The Sunshine Mills
 PLAINWELL, MICHIGAN**

PIOWATY METHODS
 INSURES
PLEASURE AND PROFIT
 TO YOUR
FRUIT AND VEGETABLE DEPT.



M. PIOWATY & SONS, of Michigan

THE TOLEDO PLATE & WINDOW GLASS COMPANY
 Mirrors—Art Glass—Dresser Tops—Automobile
 and Show Case Glass
 All kinds of Glass for Building Purposes
 501-511 IONIA AVE., S. W. GRAND RAPIDS, MICHIGAN

MILLER MICHIGAN POTATO CO.
 Wholesale Potatoes, Onions
 Correspondence Solicited
 Frank T. Miller, Sec'y and Treas. Wm. Alden Smith Building
 Grand Rapids, Michigan

BLUE GRASS



KENT STORAGE COMPANY
 GRAND RAPIDS • BATTLE CREEK
 Wholesale Distributors

**If its Store or Office Fixtures
 you want—You'll find them attractively priced at
 Grand Rapids Store Fixture Co.
 7 Ionia Ave. N. W. Grand Rapids, Michigan**

**Order a bunch of GOLDEN KING BANANAS of
 ABE SCHEFMAN & CO.
 Wholesale Fruits and Vegetables
 22-24-26 Ottawa Ave. Grand Rapids, Mich.
 WHEN YOU THINK OF FRUIT—THINK OF ABE.**

The Individual and His Chance.

Detroit, Sept. 19—A man of middle age who has made several ineffectual attempts to secure employment wrote his troubles to a newspaper and asked: "What chance has a man these days, anyway? The world, I have become more convinced as I grow older, cares nothing for the individual. I have a good education; I have filled responsible positions, but the business depression of the last year crowded me out. Now I can't get back, and I find nobody is willing to listen to my case or to give me even half a chance to show my ability. Talk of human brotherhood, the increasing goodness in the world! It is all froth; it doesn't exist, as any one can find when he must make a real test of the case. The individual's chance is mighty slim when everything becomes a system."

The feelings of this man have been shared by thousands of others. Usually they come with fullest force when there has been misfortune. Perhaps it is the misfortune of another; death has taken away a friend or loved one, maybe one of youthful years and promise. The life savings of an honest and industrious individual have gone in a day and through no fault of the man. Or there is sickness, long weeks or months of pain or suffering. What does the world care? What does the world do about it? Does justice, right, prevail? Has the individual really a chance, or is there simply a sweeping forward of forces that, like the tempest in its fury, strike here and there and pass harmlessly elsewhere?

Every one of us is likely to answer according to his own experiences and the things he has been taught to believe. Broadly, it must be recognized that, as Stevenson declares, "the services of no single individual are indispensable." Very likely nature recognizes the fact and the world of men, consciously or unconsciously, acts upon the precept. Nature is seen to be so "careful of the type," and "so careless of the single life," while "the individual withers and the world is more and more."

In the apparent disregard for the individual, however, there is no cause for depression, but rather a call to unusual action. Men whose examples others admire and would like to follow have not despaired at their chance, no matter how slim it appeared to be at any time. Despair was not the note of Stevenson while he for twenty-five years suffered illness and almost daily faced death; his time was not spent in complaining that individuality was responsible for his condition; that it would have been only the simplest justice could he have possessed the physical vigor of a mere ditch digger.

The individual with the right stuff in him accepts the dare of nature and the world, with its systems, industrial and otherwise, and plays the game to the limit. If he loses, he will be content, but he will not be content to lose without an effort. His chances, he believes are even fair. He will profit by the individual action that the task demands, and as he profits he will aid the world forward.

So the individual need not wither as the world advances. The individual who contributes anything to the world's progress has a chance for life and usefulness as long as time itself endures. The misfortune that leads to the philosophy of "no chance" is simply a test. J. V. Levison.

It Blows Out Matches.

Among the various labor-saving devices that will be displayed at the Electrical Show at the Grand Central Palace Oct. 7 to 14, is an electrical match extinguisher for men who like to take their pleasure 100 per cent. undiluted. It consists of a small motor on the shaft of which are mounted several curved arms. A variable resistance rheostat controls the speed and

thus regulates the strength of the extinguisher. A small lever starts and stops the device, which is equipped with a wire guard that serves as a guide in placing in it the match to be extinguished. It is said to be designed principally for the smoker who does not like to remove his pipe from his mouth after lighting up. The device has the further virtue of preventing an accumulation of tobacco smoke in the room if left in continued operation.

Canners Finding Pumpkin Shortage.

One of the articles in canned foods that is attracting attention at present is canned pumpkin. The short sharp spell of hot weather which prevailed in Indiana and which had a damaging effect on corn also damaged the outlook for a big crop of pumpkins, and the canners are not at all jubilant as to the prospect for a big crop. There is no carry over of canned pumpkin whatever in first hands, and scarcely any in second hands therefore the new pack will come on a bare market.

The price for the new pack in Indiana is for standard threes 85c, and for standard tens \$2.50, and for fancy twos \$1, and for fancy threes \$1.20. Sales of futures have not been large, but buying has begun and there are indications that canners will pack only the quantity that they have orders for as has the custom for two years previously.

Canfield Case Appealed To Supreme Court.

Crete, Neb., Sept. 25—You will, no doubt, be interested in learning that we have appealed the Canfield case and carried this matter to the Supreme Court.

We believe the Supreme Court will reverse Judge Dunham's decision, for we do not believe that the State of Michigan would enact any law that would show absolute favoritism and protection to an agent of any corporation doing business in the State of Michigan when that agent falsifies his records and misappropriates his principal's money. J. W. Messick, Sales Manager Crete Mills.

If genius, as has been said is the capacity for taking infinite pains, then why cannot you and I be geniuses at whatever work we undertake?

Moseley Brothers

GRAND RAPIDS, MICH

Jobbers of Farm Produce.

Watson-Higgins Mfg. Co.

GRAND RAPIDS, MICH.

Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants

New Perfection Flour

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks



M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

ONIONS

When you want fancy red or yellow globe onions, in any quantity, get in touch with us. We will take care of your needs to your complete satisfaction.

Vinkemulder Company

Grand Rapids, Michigan

We Sell It For You

Some grocery specialties require a lot of talk and a lot of hard work to get them across. The manufacturer does not always give the co-operation that is needed to help the distributor. You don't have to talk

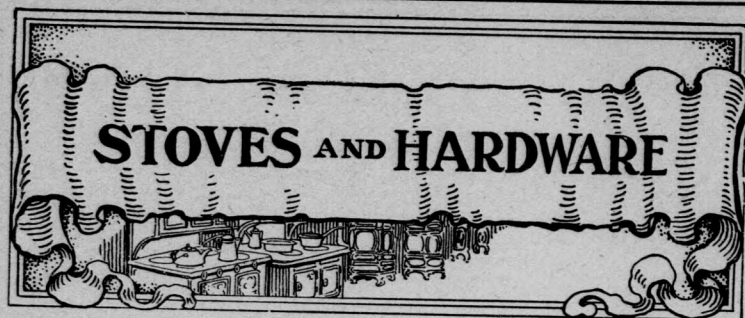
Shredded Wheat

It is sold before it goes on your shelves. We do the talking for you in the newspapers, and we put a free sample in every home. For fifteen years the sales of Shredded Wheat have never failed to show an increase over the sales of the previous year. Its supremacy among cereal foods is unchallenged. We are conducting a more extensive advertising campaign in 1922 than ever before—all of which makes business for you.

MADE ONLY BY

The Shredded Wheat Company, Niagara Falls, N. Y.





Michigan Retail Hardware Association.
 President—Charles A. Sturmer, Port Huron.
 Vice-President—J. Charles Ross, Kalamazoo.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.
 Directors—R. G. Ferguson, Sault Ste. Marie; George W. Leedle, Marshall; Cassius L. Glasgow, Nashville; Lee E. Hardy, Detroit; George L. Gorton, Britton.

Suggestions For the Hardware Dealer in October.

Written for the Tradesman.

With the approach of October, the fall trade in the hardware store is well under way. Now is the time for good shooting displays. Guns, ammunition and other accessories make the most interesting and attractive windows a dealer can show.

There are a number of effective designs that can be utilized, and the range of display is a wide one; from the simplest arrangement of guns, revolvers, shells, powder, primers, knives and shooting garments to elaborate displays showing a hunter's camp or an actual shooting scene. Sporting lines such as these offer a pretty fair margin, since the enthusiastic sportsman usually wants the best goods, and the price is immaterial when he sees just the article he wants.

Now is the time, too, to push the heating goods, and set the mail order house a different pace. Give these lines a good chance. Do not leave them hidden away at the back of the store, but move them to the front, and give them an occasional display. Here is a workable suggestion for a stove window:

Along the top of the window hang some lanterns on wire—stove pipe wire will do for this, since it does not show very much. If the window has one large pane of glass extending to the top or ceiling, a wire should hang from the center of the ceiling to within 5 or 6 feet of the bottom of the window. From this another wire should sag to right and left facing the window to within 3 feet of the window floor.

Then, starting in the center, suspend lanterns by short lengths of wire about 12 inches apart, twisting the wire several times around so that there will be no slipping. Fill the bottom of the window with stoveboards arranged in a semi-circle, and set up a large heating stove in the center far enough back so that when two lengths of pipe are run up and an elbow attached, the collar on the elbow will make it look as though there was a flue in the window.

If possible, have a large paste-board or dummy figure of a farmer in his shirt sleeves sitting on a lantern box. Place him directly behind the stove. Having his coat off suggests in a realistic way the heat of the stove. Fasten

to his outstretched had a small oil heater. Then place the smaller heating stoves around the semi-circle. In the spaces formed by the circle place a small oven for a base and on this a large oil stove. Fill in the space in front of the stoves with flue stops, collars, dampers and elbows. Place joints of different size pipe at each side.

Then, with price cards on each stove, you have a pretty comprehensive, really effective and not too elaborate window display.

For the next month or more, considerable window space should be given to stove displays. Do not overcrowd the displays, and be sure to use attractive and catchy display cards to point out the special features of the stoves shown. Oil heaters also deserve some window displays, and large numbers of these small heaters can be sold if they are properly featured.

Stove accessories should not be forgotten. There is hardly a home that is not in need of some article needed in connection with the heating system. It may be a coal shovel, a coal hod, ash sifter, ash can, stove lining, package of fire clay, stove board, flue stopper, collar, stove shovel, or any one of several dozen saleable articles. In your anxiety to push the sale of stoves themselves, do not forget this potential but too often neglected demand for stove accessories.

At this season of the year, too, a large number of householders are rearranging the locations of their stoves and pipes that have laid idle since last winter. These people will be interested in a display of stove polish, pipe, enamel, aluminum paint for pipes, small brushes, etc.

Two or three old lengths of pipe partly re-varnished or refinished with aluminum will be sure to attract attention. Do not forget that brushes are needed to apply the finishes, and the display should include an assortment of moderate price brushes with price cards attached. Use these displays to drive home the wisdom of securing all

Sand Lime Brick

Nothing as Durable
 Nothing as Fireproof
 Makes Structures Beautiful
 No Painting
 No Cost for Repairs
 Fire Proof
 Weather Proof
 Warm in Winter
 Cool in Summer

Brick is Everlasting

Grande Brick Co., Grand Rapids
 Saginaw Brick Co., Saginaw
 Jackson-Lansing Brick Co., Rives Junction

Foster, Stevens & Co.

Wholesale Hardware

157-159 Monroe Ave. :: 151 to 161 Louis N. W.
 Grand Rapids, Mich.

W. M. Ackerman Electric Co.

Electrical Contractors

All Kinds of Electrical Work.

Complete Line of Fixtures.

Will show evenings by appointment.

549 Pine Avenue, N. W., Grand Rapids, Michigan

Citizens 4294

Bell Main 288



VIKING TIRES

do make good

VIKING TIRES give the user the service that brings him back to buy more.

Cured on airbags in cord tire molds, giving a large oversize tire.

We have an excellent money-making proposition for the dealer. Write us for further information.

BROWN & SEHLER CO.

State Distributors

Grand Rapids, Mich.

Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

Exclusive Jobbers of Shelf Hardware,
 Sporting Goods and
 FISHING TACKLE

the necessary accessories before the cold season really sets in.

The turning of the leaves and the cool nights will shortly remind the merchant that the farmers will soon be, if they are not now, thinking of the comfort of their stock during the winter months. Here is a pointer for the merchant catering to rural trade. Horse blankets, halters and cow ties will be wanted, while probably the barns will be in need of fixing before they can be made habitable. Nails will be required, glass, putty and paint. Now is the time for the fresh coat of paint to be put on the buildings and fences. The wood is dry after the summer heat, and in the best condition to receive and retain the paint.

Give prominence to the paint department, and remember that an attractive window can be made of paint cans with their various labels, helped out by the handsome colored hangers furnished by the manufacturers. Paints are worth one, two or even more displays, depending on the amount of window space at your disposal. As the season progresses, you can divert some of your attention from exterior paints to interior specialties; and sound the slogan, "Brighten Up for the Holiday Homecoming."

A very seasonable display can be arranged by using lanterns, lamps, burners, wicks, etc. The dark evenings at this season of the year create—in rural communities at least—a demand for these lines. A show card could be used to good advantage pointing out the special features found in the lanterns displayed. Some of these features are, the size of the oil tank, the convenient handle, the extinguishing device, brass bowl, special style and type of burner, economical consumption of oil and time of burning with one filling, etc. The features to be played up, of course, depend on the particular lines you handle.

Alarm clocks also are in considerable demand, with the coming of shorter days and the tendency to sleep in. This line has become a popular seller with the hardware trade, and sales can be immensely increased by means of attractive window displays. Show cards, if used properly, can be made to create many sales in this line.

Fall housecleaning is now in full swing and the housewife is interested in housecleaning necessities. There is such a large variety of housecleaning supplies that some very attractive displays can be contrived, the lines to feature including curtain stretchers, dustless mops, brushes, vacuum cleaners, carpet sweepers, wool and feather dusters, polishes, brooms, step-ladders, pails, mops and a host of other articles. Feature prominently the idea of the housewife saving herself unnecessary labor by having a full equipment of "helps" with the exact article to do most quickly, easily and efficiently each class of work.

A display that will attract considerable attention can be arranged by exhibiting an assortment of apple parers. A supply of apples can be secured at small cost, and these can be displayed on the parers in various stages of peeling. A stand or rack will prove the most convenient device for dis-

playing the parers. A show card quoting prices should also be used; for many householders will readily purchase these articles when they find out the small cost at which they can be secured.

Victor Lauriston.

Ericson Versus Columbus.

Detroit, Sept. 26.—In recent press announcements, with editorial comments, it is stated that among the figures at the entrance to the choir of St. John the Divine (New York) which have been accepted by the Cathedral authorities as representing "the outstanding man of his century among those who have contributed most to the moral and spiritual growth of mankind in Christendom" is one of Christopher Columbus, the alleged discoverer of America, notwithstanding that America was discovered by the young Norseman, Leif Ericson, in the year 1000. As an American whose adoration for America is based on the knowledge of her sublime spiritual history, as a citizen of New York City versed in every footstep of her discovery and settlement, I ask that the "truth, the whole truth, and nothing but the truth" be represented in the buildings which are pointed out to tourists and students as representing in architecture and decoration historical personages and events.

Christopher Columbus never set foot on our America. It is, therefore, entirely irrelevant to place his statue in any American edifice, or to use his image and name in any historical or spiritual connection with this Nation. The founders of America revealed America as a living protest against the qualities and institutions which Columbus represents. Their heroic pioneer struggles for "freedom to worship God" cannot be overthrown through any reversal of truth. If the statue of Columbus has been placed in this cathedral unthinkingly and through ignorance of the history of America, it will be immediately removed. The consecrated fighters for pure Americanism await the result. Those in positions of authority have been given a sacred commission to perform and their decision will register their qualification for Christian American citizenship.

The young Icelandic pilgrim, Leif Ericson, representing a democracy founded on the true spirit of protest against attempted autocratic despotism—this young discoverer of America planted his standard on the shores of North America on what is now known as New Bedford, Mass., in the year 1000, thus definitely establishing the facts of America's Christ-Anglo-Saxon discovery, "foretold from the foundation of the world." The name "St. John the Divine" implies revealed "truth in the innermost parts." To all who have had charge of this work I should suggest an earnest, careful study of St. John's Book of Revelation, especially the last five chapters.

St. Paul, John Wyckliff, George Washington, Abraham Lincoln (who were represented among the statues which have been accepted), themselves "temples of the living God," and other divine democrats "who have contributed most to the moral and spiritual growth of mankind in Christendom"—these crusaders for the revelation of the Church Triumphant which St. John visualized point the way of entrance to all who seek the beauty of its divine service and tender ministrations. "And there shall in no wise enter into it (this Christ-American edifice) anything that defileth, neither whatsoever worketh abomination or maketh a lie; but they which are written in the Lamb's book of life." (Rev. 21, 27.)

Christian-American.

If part of your job is keeping watch of the stock, see that you never let your part of the stock run low without a word to the boss. Better speak too soon than too late.

57

Freshly ground spices do their part

H. J. Heinz Company combines care with expert knowledge in buying the spices used in Heinz Products. Then, to be sure of the full flavor, these spices are not ground until they are ready to be used. The grinding is done in the Heinz Plant and the process receives careful Heinz attention. Consequently the unimpaired flavor of the freshly ground spices is one of the factors contributing to the goodness of the 57 Varieties.

This is one of the many things Heinz does to add to the distinctiveness which makes Heinz Products such favorites with the consumer and so profitable for the dealer.

H. J. Heinz Company

57 Varieties

We are making a special offer on
Agricultural Hydrated Lime
in less than car lots.

A. B. KNOWLSON CO.
Grand Rapids Michigan



SIDNEY ELEVATORS

Will reduce handling expense and speed up work will make money for you. Easily installed. Plans and instructions sent with each elevator. Write stating requirements, giving kind of machine and size platform wanted, as well as height. We will quote a money saving price.

Sidney Elevator Mfg. Co., Sidney, Ohio

FLOUR

Why not join our long line of customers on flour.

We have the leading brands sold in Michigan. Ask any one of our boys, and they will tell you that

Ceresota, Fanchon Red Star

Are Trade Winners

JUDSON GROCER CO.

GRAND RAPIDS, MICHIGAN



Some Hotels on the Michigan Lake Shore.

Ludington, Sept. 26—In a recent conversation with Ernie Ruhl, assistant manager of the Hotel Sherman, Chicago, which recently inaugurated the idea of serving a dinner with an unlimited selection—"all you can eat for a dollar"—information was elicited to the effect that actual observation and figures had demonstrated to the hotel people that, with an unrestricted selection, the average patron ordered no greater a variety of food than he would from the "choice of" variety of bill, and that the arrangement pleased said patrons immensely and proved profitable for the hotel also.

This is just what I have claimed all along when discussing the topic with my hotel brethren of Michigan. The average hotel guest looks at the restricted bill of fare, as an imputation on the fairness of the customers and resents it.

In my pilgrimage among Michigan hotel owners and landlords this coming winter I hope to find many institutions where all restrictions on menu selections have been abolished, and more evidences of confidence are shown in the reasonableness of patrons.

I shall also hail with pleasure evidences of simplification of bills of fare. I am satisfied from my own experience in catering to the public and from careful observation and enquiry elsewhere, that the discriminating public want simple menus, with food tastily prepared and daintily served. A desire on the part of the country landlord to excel in service the metropolitan institution is commendable, to be sure, but it is not expected by the guests and not economically satisfactory.

A well balanced meal, without too many frills, will make a greater hit with customers, than a "fool meal" of great variety, but not appetizing.

While we are on the subject of simple meals I want to especially commend a Sunday dinner served by my friend Swett, of the Occidental Hotel, Muskegon, for which a charge of one dollar was made.

Soup—Tomato, with rice
Celery Hearts

One half spring chicken, Spanish style
or Broiled Sirloin Steak
Brown or mashed potatoes
Egg plant, encasserole
Sliced tomatoes, French dressing
Fresh Peach Pie, a la mode
Tea coffee iced tea milk

An ample variety, ample portions and exceedingly popular.

In the very excellent coffee room of the Occidental, recently enlarged, I find a very substantial reduction in charges made. For instance, an excellent cup of coffee, with rich cream, is supplied for 5 cents, or a pot, containing two cups, for 10 cents. Coffee and rolls or bread and butter, 10 cents. Eggs, in any style, 25 cents; omelet, 30 cents; small steak, 40 cents; 2 chops, 50 cents, and potatoes, French fried or baked, 10 cents.

All of which represents substantial reductions from former charges and are most reasonable.

The Occidental, with over 300 rooms and representing a million dollar investment is just coming into its own.

Completed just at the time when business depression was hovering over the country, it represented a very large load, even for such broad shoulders as nature bestowed upon Ed. Swett, but he tells me that his proposition has made good, financially, and I personally know its patrons are pleased with the service they receive and the charges made for the same.

The Pere Marquette Railroad through its unexplainable policy of antagonizing the traveling public, and by such methods encouraging the establishing of auto bus lines to take away the cream of its business, is now running but one passenger train each way on the Pentwater division, has "built" better than it knew, for to-day commodities and comfortable conveyances make frequent (at least six) trips daily between Muskegon, Pentwater and Ludington, at slightly less than railroad charge, the result being empty coaches on the railroad and increasing antagonism on the part of former patrons.

They still make an extra mileage charge for running in and backing out of Hart, whereby passengers are inconvenienced, and talk about the unfair competition of bus lines. I am positive if the railroad management would pay less attention to earning dividends on watered stock and more attention to encouraging the good will of people who would patronize them if they had a chance, they might stand some show of paying dividends on the water just the same, and have something left for rehabilitation of its property, now mentioned as a "right of way and two streaks of rust."

As I before stated, the bus lines have convenient schedules, and are well patronized and one of them brought me directly to the door of the Wigton Hotel, Hart, operated by D. C. Mansfield, formerly of the Park Hotel, Muskegon. The Wigton has been for many years the most popular institution of its kind on the Pentwater division of the Pere Marquette railroad, and Mr. Mansfield's administration of its affairs is adding luster to its reputation.

It being fair week in Hart, traveling men had been warned of this annual event, but it didn't seem to prevent their coming in large numbers and, notwithstanding Mr. Mansfield had read the riot act to them, he privately advised me he would take care of them all, as he did not expect them to pay much attention to his warning.

The Wigton is an American plan, \$3 a day (page Pinkerton, Klare and Norton) hotel and is prosperous, being 100 per cent. full most of the time, and here are samples of the menus:

Metal Embossed Signs

No Hunting—Private Property
No Trespassing
Other Wordings Furnished.
Sizes 2½ x 10¼ and 4½ x 10 inches.
Any two color combination in lots of 100 or more.

Crowe Name Plate & Engraving Co.
Sales Office 1414 Dime Bank Bldg.
Detroit, Mich.

Learn More—Earn More!

You want to start into a good position which will lead you steadily up the ladder of success.

FALL TERM SEPTEMBER 5



Michigan's most successful Business School for over a quarter century.

Why not get out of the rut? Write for our beautiful new catalog. It is free.

"A MOTOR CAR
is only as good
as the house
THAT SELLS IT."

We consider our Service
organization second to none in
Michigan.

Consider this when you buy your
NEXT CAR.

WE SELL

Pierce-Arrow
Franklin
Oldsmobile

F. W. Kramer Motor Co.
Grand Rapids, - Michigan

3 Short Blocks from Union Depot and Business Center

HOTEL BROWNING

MOST MODERN AND NEWEST IN
GRAND RAPIDS

ROOMS with Duplex Bath \$2.00; With Private Bath \$2.50 or \$3.00

HANNAFORDS NEW CAFETERIA

9-11 Commerce Ave., or
45 Monroe Ave.

For The Past 10 Years
Prop. of Cody Hotel Cafeteria

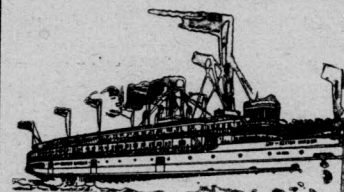


One half block East
of the Union Station
GRAND RAPIDS MICH
Beach's Restaurant
Four doors from Tradesman office
QUALITY THE BEST

CODY HOTEL GRAND RAPIDS

RATES \$1.50 up without bath
\$2.50 up with bath

CAFETERIA IN CONNECTION



Graham & Morton TO CHICAGO

\$3.95 Single Trip \$7.30 Round Trip

MICHIGAN RAILWAY LINES

BOAT TRAIN 8 p. m.—G. R. Time
DAILY

FREIGHT RATES LOWER

MICHIGAN RAILROAD
Foot Lyon St., Citz. 4322, Bell M 4470

GRAHAM & MORTON
Pantlind Hotel Lobby
Citz. 61111 Bell M 1429

CUSHMAN HOTEL PETOSKEY, MICHIGAN

The best is none too good for a tired
Commercial Traveler.
Try the CUSHMAN on your next trip
and you will feel right at home.

OCCIDENTAL HOTEL

FIRE PROOF
CENTRALLY LOCATED

Rates \$1.50 and up

EDWARD K. SWETT, Mgr.
Muskegon -:- Michigan

HOTEL WHITCOMB

St. Joseph, Mich.
European Plan

Headquarters for Commercial Men
making the Twin Cities of

ST. JOSEPH AND BENTON HARBOR

Remodeled, refurnished and redecorated throughout.

Cafe and Cafeteria in connection
where the best of food is obtained at moderate prices.

Rooms with running water \$1.50, with private toilet \$1.75 and \$2.00, with private bath \$2.50 and \$3.00.

J. T. TOWNSEND, Manager.

Western Hotel BIG RAPIDS, MICH.

Hot and cold running water in all rooms. Several rooms with bath. All rooms well heated and well ventilated.

A good place to stop.
American plan. Rates reasonable.

WILL F. JENKINS, Manager.

Breakfast.
Fruit
Oat meal, corn flakes, shredded wheat
Country sausage
Breakfast bacon
Fried eggs poached eggs boiled eggs
Scrambled eggs
Fried potatoes
Wheat cakes, with maple syrup
Toast to order
Cookies
Coffee
Doughnuts
tea
milk
Dinner.
Macaroni Soup
Celery
Pickles
Rice pudding
Roast Beef with brown gravy
Roast Pork, with apple sauce
Baked Pork and Beans
Mashed and steamed potatoes
Creamed new corn
Fried cabbage
Apple pie, mince pie, pumpkin pie
Cheese
Tea
Milk
Supper.
Beet pickles
Baked apples
Tapioca pudding, with whipped cream
T. Bone steak
breaded veal cutlets
Cold meats
Baked pork and beans
Eggs as ordered
Baked or Lyonnaise potatoes
Tea biscuits
bread
Sliced peaches and cream
cake

The individual charge for all meals is 75 cents. Portions are ample, linen and silver immaculate and service by nicely groomed waitresses excellent. Ample bus line service brings you to Pentwater, which during the past year has shown marvelous improvements on its business streets by the erection of several pretentious buildings.

J. H. Jensen, proprietor of the Tourist lunch room, has erected, in conjunction with W. H. Gardner, a most substantial and ornamental edifice, which would be looked upon with much pride in many cities of greater size, and has established a wonderful reputation among tourists for the excellence of his meals and the reasonableness of his charges. His service is commendable.

If there is another grocery store North of Muskegon, one-half as attractive as that of W. H. Gardner, my attention has not been called to it. Views of its show windows and interior would give an artistic effect to the Tradesman pages, if they had been obtainable. The display of fresh fruits and vegetables and the arrangement of its shelves, would and should interest other dealers in nearby towns.

Some years ago the township and village of Pentwater displayed commendable enterprise by paving its main street with concrete and building three or four miles of macadam road on the way to Ludington. Unfortunately for Pentwater and the traveling public, a portion of the road at Pentwater's expense had to be constructed through another township—Weare. This completed road was turned over to this last named township with an agreement that Weare would keep it in repair. They absolutely and deliberately abrogated the agreement and to-day this is the worst stretch of road to be found anywhere on M 11 between Michigan City and the Straits of Mackinaw. In fact, if any mile of poor road on this trunk line of 350 miles were "boiled down" it could not equal this three mile stretch.

Pentwater is now arranging to put in several miles of concrete over another route, so that the jungle experience of tourists in Weare township will be eliminated.

North of the Oceana-Mason county lines, the road is most excellent, and an auto bus line conveyed me to the Stearns, Ludington, which I will speak of next week.

Frank S. Verbeck.

You cannot sell new goods with an old advertisement, but you can sell old goods with a new advertisement.

Mr. Hutchins Knew More Than the Lawyers.

Allegan, Sept. 26—The importance of complying with the recording laws of this State relative to chattel mortgage and conditional sales contracts was again brought home in the Federal Court last Friday, when District Judge Clarence W. Sessions sustained the order made by Referee in Bankruptcy, Willard J. Banyon, some time ago, disallowing the claim of Jennie B. Fouch, administrator, for the sum of \$3,914 as a preferred claim and allowing the same as an ordinary claim in the bankruptcy of Louie J. Bressin and the Bressin & Shad pharmacy of Allegan.

Upon the death of her husband, Mrs. Fouch, who was administrator of the estate, sold the pharmacy formerly conducted by her deceased husband to Louis J. Bressin and Roscoe D. Shad on contract, reserving title to the property. The contract was never recorded in the Register of Deed's office for the county of Allegan, as provided by Section 11,988, of the Compiled Laws of Michigan, 1915. Last fall, after the pharmacy had been conducted some time in the individual name of Bressin and at a loss, he filed a voluntary petition in bankruptcy, scheduling the claim of Mrs. Fouch as secured or preferred claim. The Hazeltine & Perkins Drug Co., of Grand Rapids, through its attorneys, Wilkes & Stone, of Allegan, filed objections to the claim as a preferred claim by reason of the non-recording of the contract. The matter was first heard before Referee in Bankruptcy Banyon, at Kalamazoo, the claimant being represented by Clare E. Hoffman, of Allegan, and Mason & Sharpe, attorneys of Kalamazoo, and Judge Banyon rendered a decision disallowing the claim as above stated. The claimant thereupon took an appeal to the District Court where Judge Sessions upheld the Referee's ruling. Creditors will receive about 40 cents on the dollar. Had the Referee's decision been reversed by Judge Sessions, they would have received only about 15 per cent.

On being shown the above news item, Lee M. Hutchins cheerfully furnished the following comment on the outcome of the litigation:

"Mr. Fouch and his wife were both customers of my company and I regretted exceedingly the necessity of appearing in an antagonistic position to Mrs. Fouch. Before any legal steps were taken I urged Mrs. Fouch to adopt a plan which I had worked out by which she would have been able to secure every dollar of her claim and also pay the merchandise claims in full. The plan appeared to be so fair and generous on my part, because it involved my giving the disposal of the assets of the estate personal attention, that I could not but think she would be glad to avail herself of my services. Instead of doing so, she consulted her Allegan attorney, who intimated that I did not know anything about commercial law and that it would be an easy matter to overturn my contention that by failing to record her bill of sale she had relegated herself to the ranks of the remainder of the creditors. Even when the Referee had decided the point in our favor, I renewed my suggestion to her, but her attorneys were so strenuous in thinking they could overturn me by a rehearing of the matter that I ceased from further importunities and bided my time, well knowing that when the matter got to a court of last resort my knowledge of commercial law would be vindicated and the contention of her attorneys would vanish in thin air. The Allegan attorney secured the assistance of Judge Mason, of Kalamazoo, who was equally strenuous in assuming that my contention was incorrect, but when these legal luminaries appeared before Judge Sessions in the United States District Court, last Friday, they found they did not have a leg on which to stand and that the original ruling by

Referee Banyon was the ruling that would stand. I regret the necessity of taking the position I did more than I can tell you, but when a country lawyer undertakes to tell me that I do not know anything about commercial law, it is up to me to vindicate my judgment, which I have done in this and every other instance."

Farmers Getting Their Eyes Open About Birds.

Grandville, Sept. 26—Here is an item worth considering.

"Farmers in this county declare they will work to have this protection made permanent, asserting that quail are the greatest enemies of injurious insects."

This excerpt is from Owosso and further states that quail are becoming so numerous along the highways that oftentimes motorists have to stop their cars to keep from running over them.

Good again. The quails are learning the speeding motorist to mend his ways and obey the laws of the State. Having been protected for a number of years the quail is coming into its own; in fact, becoming so numerous in certain parts of the commonwealth as to be noticeable.

The fact, too, that farmers are beginning to realize the good these birds do is worth more than all the rest. Tillers of the soil have been remiss in their duties when they have not only permitted, but asked legislation exterminating bird life in the State. They seem to be coming to their senses in some parts of the State at any rate.

If the presence in vast numbers of this one insectivorous bird has taught the farmer a lesson, how about the other birds, among them the omnipresent sparrow. Small he is, but invincible in more ways than one, as our country folk are surely finding out. Nor is the sparrow the pest he has been pictured in the past. The sparrow is here to stay, even though unwise legislators have inveighed against him for many years.

When the next newly-elected Legislature convenes at Lansing let the farmers petition for an abolishment of the present bird laws of our State. Such an act would add greatly to the future prosperity of the State and bring back after a time the good fruit we enjoyed before it was found necessary to engulf with poisonous sprays every tree and vine of a fruit-bearing nature. Nothing has been so good as before the era of bird destruction and the advent of poison sprays.

The anti-bird laws have been all too strictly enforced. In fact persons to-day know nothing of the beautiful fruits and farm products enjoyed by the early settlers when birds abounded on every hand, and the fields and forests were filled with happy songs.

The quail was nearly exterminated some years ago. It was a happy circumstance to know that a few years of protection from pot-hunting sportsmen has resulted in a new life for this pretty and useful bird.

So plentiful are these in the vicinity of Owosso they feed in flocks upon the lawns of the city residents. Good again. The city dweller may realize how necessary, how pleasing is the sight of these little feathered chaps to the pleasure of our people. Let us for once take heed of our dumb population and try to think in sympathy with their needs.

Our winters would be dull enough without the birds, more especially the sparrow. There is no more beautiful bird, and in a way a useful one. Then why seek by law to exterminate one of man's best friends?

Now that farmers are becoming awakened to the fact that bird life is really necessary to their happiness and profit we may expect something will be done to save and conserve feathered life from the ban of the law.

Old Timer.

If work were half as popular as play, we'd all be happy and gay.

Will Dig Deep For Iron Ore.

Ironwood, Sept. 26—Following up rich deposits of iron ore which trace downward as they extend Easterly along the Gogebic range in Michigan, the Oliver Iron Mining Co. contemplates sinking a shaft to a record depth of 4,000 feet. The deepest ore mine shaft now in operation is at the Davis mine, adjoining the Geneva mine, where the new shaft is being sunk. Ore is being mined at 2,600 feet here. It is estimated that more than \$1,000,000 will be spent in sinking the shaft, which will be steel-lined. Five years at the best will be required to complete the work, it was said.

With everything past the experimental stage with the exception of one important question—that of the miners being able to stand the heat at that depth—the company is proceeding with work on the Geneva shaft. Miners are working more than a mile underground in the Lake Superior copper district about 100 miles from this ore mining point, but the copper mines are nearer Lake Superior and engineer contend waters of the lake cool the rock, thus permitting work at this depth. Whether it will be possible to work men this far below the surface of the earth in a bed of ore rock is still an uncertainty, but with various other obstacles removed engineers consider it safe to proceed with the undertaking.

Successful conclusion of this project will greatly lengthen the life of ore mining on the Gogebic range, location of the oldest properties in the district, and will therefore add millions of dollars to the wealth of this region, it is said. The company plans to start immediately to sink a vertical mine shaft with six compartments, structural steel sets and concrete lath at the Geneva mine.

Poetic Thoughts Expressed in Prose.

Boyer City, Sept. 26—The annual argosy of the autumn has begun. The river is a silent pageant of falling leaves, gathered from the upper reaches. Every breeze starts a miniature fleet on its final voyage to the great water. The frost is on the melons and the garden is putting on its mourning robes for the departing Summer. The evening shadows fall early and the homing lights gleam from the windows. The maples are beginning to be touched with crimson and will soon be lifting bare arms to a wintry sky. Soon also will the grasshopper be appealing to the ant, for a part of his winter store, and the automobile bug be wondering where the winter fuel is coming from and whether last winter's clothes will stand another season.

We are looking with fear and trembling for an invasion of the conquering hordes of Grand Rapids wholesalers this week. We expect to look like a Kansas corn field after a flight of locusts when they leave us. Like the pagan worshippers of Darkest Africa, we are preparing our offering of peace, with the possibly vain hope that at least our hides will be left to make life possible. If any frantic appeals for assistance or sustenance fill the ether to-morrow, you need be at no loss to know that the wholesalers are here.

Maxy.

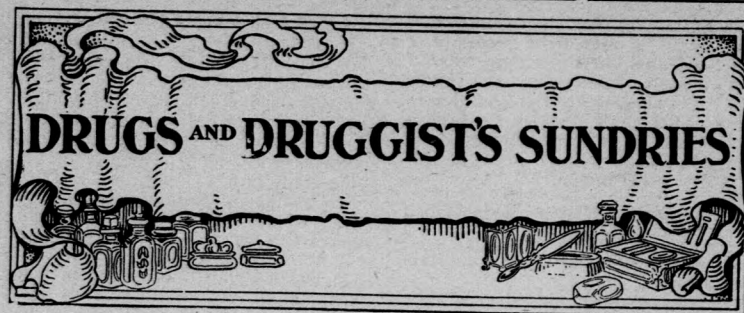
Luncheon Club To Resume.

Grand Rapids, Sept. 26—The You-See-Tea Luncheon Club expect to resume Saturday noon lunches at the Pantlind Hotel Saturday, Oct. 7.

Now, fellows, to start this off right, a good crowd is necessary and it will be Ladies Day and you must get your name in to either Henry Behrman, Homer R. Bradfield or John D. Martin not later than Oct. 6. You will hear more about the program in the issue of the Tradesman Wednesday, Oct. 4.

Now don't get mixed in this date. There is no luncheon this week, but next week Saturday.

John D. Martin.



Mich. State Pharmaceutical Ass'n.
 President—George H. Grommet, Detroit.
 Secretary—L. V. Middleton, Grand Rapids.
 Treasurer—E. E. Faulkner, Middleville.
 Executive Committee—J. A. Skinner, D. D. Alton and A. J. Miller.

Michigan Board of Pharmacy.
 Members—James E. Way, Jackson; Chas. S. Koon, Muskegon; H. H. Hoffman, Sandusky; Oscar W. Gorenflo, Detroit; Jacob C. Dykema, Grand Rapids; J. A. Skinner, Cedar Springs.
 President—James E. Way, Jackson.
 Sec'y and Treas.—Charles S. Koon, Muskegon.
 Director of Drugs and Drug Stores—H. H. Hoffman, Sandusky.
 November Meeting—Grand Rapids, Nov. 21, 22 and 23.

Rat Poisons.

A great variety of poison for rats and vermin are put up under various names and in various forms. They consist mainly of arsenic, with the addition of some coloring matter or other substances. The following is typical:

Wheat flour	1000
Lard	1000
Arsenic Trioxide	100
Soot	10
Oil Anise	1

Make into a paste.

The "Spanish" rat poison is stated to have the following composition:

Powdered Cantharides	1 oz.
Brown sugar	1 oz.
Musk	2 grn.
Oil Rhodium	10 drops
Oil Caraway	10 drops
Malt flour	10 oz.

Luminous phosphorus paste is a favorite rat poison as it shines in the night, attracting the attention of the vermin and at the same time acts as a poison. It is best made by melting phosphorus, 1 ounce, with petrolatum or lard, 1 pound, by means of a water-bath, and while melted and well mixed by agitation in a closely stopped wide-mouth bottle, allow to cool and solidify. This may be mixed with sugar, 1 pound, and flour, 1 pound, or sufficient to make a stiff mass.

Smallest Candy Store in New York.

There is a little candy shop in Amsterdam avenue, New York City, no bigger than a doll house. To spy it is to stop and peek in at its tiny cretonne covered shelves filled with confections. You knock at the window like Ansel and Gretel, and a head is poked out to ask whether you wish cookies, jam or fudge. Then you watch outside the window—the shop is not large enough to permit customers to enter—while the proprietor weighs and wraps your candy.

This candy kitchen is two and a half feet wide and not five feet long.

All the candy is cooked on an electric stove and kneaded on a marble top table in front of a window. The supplies have to be renewed each day.

Two deliveries are made daily by a little girl in overalls with a market basket, for many of the customers phone in their orders.

The proprietor, a woman, came from California with but \$40 in her pocket. The enterprise proved successful and she now earns a comfortable living.

Laundry Soap.

A good, common hard soap may be made from clean tallow or lard and caustic soda, without any very special skill in manipulation. The caustic soda indicated is a crude article which may be obtained from wholesale druggists at a moderate price. A lye of average strength is made by dissolving the soda in water in the proportion of about 2 pounds to the gallon. For the saponification of lard, a given quantity of the grease is melted by a low heat, and one-fourth its weight of lye is then added in small portions with constant stirring; when incorporation has been thoroughly effected, another portion of lye equal to the first is added, as before, and the mixture kept at a gentle heat until saponification appears to be complete.

If the soap does not readily separate from the liquid, more lye should be added, the soap being insoluble in strong lye. When separation has occurred, pour off lye, add water to the mass, heat the mixture until it is dissolved, and again separate by the use of more strong lye or a strong solution of common salt. The latter part of the process is designed to purify the soap and may be omitted where only a cruder article is required. The soap is finally remelted on a water-bath, kept at a gentle heat until as much water as possible is expelled, and then poured into frames or moulds to set.

Alcohol Injection in Facial Neuralgia.

Strong alcohol, being a tissue fixative, coagulates the albuminous elements of the nerve fibers and dissolves the fatty sheath of Schwann. Degeneration downwards of the nerve then results from the point of injection, and the process has been termed neurolysis. Regeneration of the nerve fiber occurs in the ordinary course, and may be more or less complete in two years. Sensation never returns so fully in the third division as after injection of the second division. Freedom from the neuralgia may practically be guaranteed for twelve months, if the nerve has been properly hit, and in the majority of cases the immunity from pain has been much longer, ranging up to thirteen years in the case of third division neuralgia. Four and five years is a quite common period for the immunity to last.

Warding Off Bad Luck.

An aviator was flying across a state when a monkey wrench which had been fastened to the seat of the aeroplane was jarred loose in some manner and fell.

A motorist who had lost his way was speeding along a strange country road when the wrench dropped from the aeroplane, struck him on the head and killed him instantly.

The chances of the monkey wrench falling at all were about one in 100,000. The chances of the aviator being in that identical spot when the wrench fell were about one in 100,000,000. The chances of the motorist being directly under the wrench when it landed were about one in 900,000,000,000,000.

And when they searched the motorist at the morgue, they found that he wore a four-leaf clover in a stick pin, a swastika on his watch charm, and a rabbit foot on his key ring. And he had a lucky stone in his pocket and there was an old horseshoe nailed on to the seat of his automobile.

Are They?

The most religious state—Mass.
 The cleanly state—Wash.
 The most egotistical state—Me.
 The sickliest state—Ill.
 The most maidenly state—Miss.
 The most medical state—Md.
 The most paternal state—Pa.
 The mining state—Ore.
 The bunco state—Conn.
 The deep in debt state—O.
 The coy state—La.
 The oldest state—Ark.



STRAIGHT
SIZE—

The Johnson
Original 10¢ Cigar

VAN DAM

MANUFACTURED BY
TUNIS JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN

NATION WIDE CANDY DAY

Saturday, October 14th

PREPARE FOR IT

WRITE US FOR WINDOW TRIMS



Remember
Everybody Likes
CANDY

Putnam
Factory

Grand Rapids, Mich.

INVEST FOR DIVIDENDS

Investors are learning from past experiences that it is far better business judgment to invest in enterprises that are paying dividends, than to invest in enterprises that promise fortunes.

More people have become independent by investments in dividend paying concerns than by investing with the expectation of making a fortune.

We are completing the financing of an enterprise that has proven its ability to pay good dividends regularly.

Full information can be had upon request.

F. A. SAWALL COMPANY

313-314-315 Murray Building

Grand Rapids, Michigan

Juggling With Our Language.

St. Paul, Sept. 19—I advocate a world English, with simplification in grammar, etc., and the use of a modified phonetic alphabet for the convenience of other nations, while retaining our present standard or classical English for our own use. English is composed of the best from ancient and modern languages, and with some slight changes in moods, tenses and spelling, would make the language par excellence for the world; that is, as a secondary language. Artificial languages will find it difficult to meet the demand of the business and scientific world.

Sir Walter M. Ramsey, the Scotch philologist, said that my suggestion faced the real difficulty in making English the world language, adding: "As proposed by you, the differentiation into high-class English and world English would preserve the true language and would tend to prevent those extreme forms of degradation which at present are coming into existence and gradually establishing themselves, because a form of the language, common and simple and yet recognizably and intelligibly English, would take their place. I have seen no plan suggested to cope with this difficulty except yours. You have at least seen the danger, and I am glad that Professor Zachrisson has set about devising, with the benefit of his experience as a teacher of English in a foreign country, the task of helping along this plan."

Professor Gilbert Murray, of Oxford, said he was anxious to see my suggestions attempted, while Viscount Bryce, Chairman of the British Academy Committee to Study the Future of the English Language, thanked me for what he called my "ingenious plan of meeting the difficulties of the problem."

Foreigners here and abroad are very diffident about writing what they fear is a misspelled and ungrammatical letter in standard English. Let us, however, adopt "world English," and that feeling will disappear.

William Ripman, Executive Secretary of the English Language Club, writes: "We of the Simplified Spelling Society have some experience in the opposition raised by any reformed spelling, and we have come to have

your view that it may be good policy to urge the adoption of simplified spelling for international purposes, etc.

English is the language of the sea, of commerce and of freedom and democracy. It is the language of the racial group with which is affiliated one-third of the world and its people. In the United States and Canada, it is the language of a score of races from Europe and other lands, and world English will have a special appeal to these groups. It will enable many of them to learn English more readily, and they would, in turn, influence their relatives and friends in home lands to study it also.

The only logical, practical method is to retain our present language and to adopt an entirely new method, as outlined above. J. W. Hamilton.

Up-to-date store equipment means faster service, better service, with less help and less expense. It speeds up sales and cuts down costs.

Buy according to the needs of your business rather than with a view to getting quantity discounts and jobbers' prices.

FOR SALE

All of the Assets of Nulyne Laboratories, Jackson, Mich., consisting of Buildings, Machinery, Miscellaneous Equipment, Raw and Manufactured Marks, Trade Names, Copyrights and Pharmaceutical Material, Patents, Trade Marks and Goodwill will be sold at private or public sale on October 2, 1922, at the offices of the company.

The building is of modern factory construction type, three stories and basement, containing 80,000 sq. ft., with side track facilities, equipped with a complete steam and heating plant and sprinkled throughout.

The machinery and equipment comprises a complete manufacturing pharmaceutical plant in all departments. The raw and manufactured material, together with the machinery and equipment, will afford a most advantageous purchase.

Inquiries from interested parties cheerfully answered.

The property is open for inspection at any time.

By order

BOARD OF DIRECTORS.

1922—HOLIDAY SEASON—1922

Grand Rapids, Sept. 10.

We are pleased to announce that our line of Holiday Goods and Staple Sundries will as usual be displayed here in Grand Rapids in our own building for the months of September, October and November. The line is complete and will be ready for inspection on or about September 10th. We cordially invite our friends and customers to visit us and see the line.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

Wholesale Drug Price Current

Prices quoted are nominal, based on market the day of issue.

Acids		Almonds, Sweet,		Tinctures	
Boric (Powd.)	17 1/2 @ 25	Almonds, crude	2 00 @ 25	Aconite	@ 1 80
Borix (Xtal)	17 1/2 @ 25	Amber, rectified	2 25 @ 25	Aloes	@ 1 45
Carbolic	39 @ 44	Anise	1 25 @ 1 50	Arnica	@ 1 10
Citric	62 @ 70	Bergamont	6 00 @ 6 25	Asafoetida	@ 2 40
Muriatic	3 1/2 @ 8	Cajuput	1 50 @ 1 75	Belladonna	@ 1 35
Nitric	9 @ 15	Cassia	3 00 @ 3 25	Benzoin	@ 2 10
Oxalic	20 1/2 @ 30	Castor	1 40 @ 1 70	Benzoin Comp'd	@ 2 65
Sulphuric	3 1/2 @ 8	Cedar Leaf	1 50 @ 1 75	Buchu	@ 2 55
Tartaric	40 @ 50	Citronella	1 20 @ 1 40	Cantharides	@ 2 85
Ammonia		Cloves	3 25 @ 3 50	Capsicum	@ 2 20
Water, 28 deg.	10 @ 12	Cocunut	25 @ 35	Catechu	@ 1 75
Water, 18 deg.	8 1/2 @ 12	Cod Liver	1 30 @ 1 40	Cinchona	@ 2 10
Water, 14 deg.	6 1/2 @ 12	Croton	2 25 @ 2 50	Colchicum	@ 1 80
Carbonate	20 @ 25	Cotton Seed	1 25 @ 1 35	Cubebs	@ 3 00
Chloride (Gran)	10 @ 20	Cubebs	8 50 @ 8 75	Digitalis	@ 1 80
Balsams		Eligerson	4 00 @ 4 25	Gentian	@ 1 35
Copaiba	60 @ 1 00	Eucalyptus	75 @ 1 00	Ginger, D. S.	@ 1 80
Fir (Canada)	2 50 @ 2 75	Hemlock, pure	1 50 @ 1 75	Gualac	@ 2 20
Fir (Oregon)	60 @ 80	Juniper Berries	2 50 @ 2 75	Gualac, Ammon.	@ 2 00
Peru	3 00 @ 3 25	Juniper Wood	1 50 @ 1 75	Iodine	@ 95
Tolu	1 10 @ 1 40	Lard, extra	1 25 @ 1 45	Iodine, Colorless	@ 1 60
Barks		Lard, No. 1	1 10 @ 1 20	Iron, clo.	@ 1 35
Cassia (ordinary)	25 @ 30	Lavender Flow	5 00 @ 5 25	Kino	@ 1 40
Cassia (Saigon)	50 @ 60	Lavender Gar'n	1 75 @ 2 00	Myrrh	@ 2 60
Sassafras (pw. 45c)	@ 40	Linseed Boiled bbl	1 75 @ 2 00	Nux Vomica	@ 1 55
Soap Cut (powd.)	15 @ 20	Linseed bld less 1 04 @ 1 12		Opium	@ 3 50
Berries		Linseed, raw, bbl.	@ 95	Opium, Camp.	@ 35
Cubeb	1 75 @ 1 85	Linseed, ra. less 1 02 @ 1 10		Opium, Deodor'd	@ 3 50
Fish	25 @ 30	Mustard, artifil, oz.	@ 50	Rhubarb	@ 1 70
Juniper	7 @ 15	Neatsfoot	1 15 @ 1 30	Paints	
Pricky Ash	@ 30	Olive, pure	3 75 @ 4 50	Lead, red dry	12 1/2 @ 13 1/4
Extracts		Olive, Malaga, yellow	2 75 @ 3 00	Lead, white dry	12 1/2 @ 13 1/4
Licorice	60 @ 65	Olive, Malaga, green	2 75 @ 3 00	Lead, white oil	12 1/2 @ 13 1/4
Licorice powd.	70 @ 80	Orange, Sweet	4 50 @ 4 75	Ochre, yellow bbl.	@ 2
Flowers		Origanum, pure	@ 2 50	Ochre, yellow less 2 1/2 @ 2 6	
Arnica	25 @ 30	Origanum, com'l	1 00 @ 1 20	Putty	@ 7
Chamomile (Ger.)	50 @ 60	Pennyroyal	2 50 @ 2 75	Red Venet'n Am. 3 1/2 @ 7	
Chamomile Rom	75 @ 1 25	Peppermint	4 50 @ 4 75	Red Venet'n Eng. 4 @ 8	
Gums		Rose, pure	12 00 @ 16 00	Whiting, bbl.	@ 4 1/2
Acacia, 1st	50 @ 55	Rosemary Flows	1 50 @ 1 75	Whiting	5 1/2 @ 10
Acacia, 2nd	45 @ 50	Sandalwood, E.		L. H. P. Prep.	2 60 @ 2 75
Acacia, Sorts	25 @ 30	I.	10 00 @ 10 25	Rogers Prep.	2 60 @ 2 75
Acacia, powdered	30 @ 35	Sassafras, true	1 50 @ 1 80	Miscellaneous	
Aloes (Barb Pow)	25 @ 35	Sassafras, arti'l	1 00 @ 1 25	Acetanald	55 @ 75
Aloes (Cape Pow)	25 @ 35	Sassafras, true	1 50 @ 1 80	Alum	08 @ 12
Aloes (Soc. Pow.)	70 @ 75	Sassafras, arti'l	1 00 @ 1 25	Alum, powd. and	
Asafoetida	65 @ 75	Sperm	2 40 @ 2 60	ground	09 @ 15
Benzoate	1 00 @ 1 25	Tansy	16 50 @ 16 75	Bismuth, Subi-	
Camphor	1 12 @ 1 15	Tar, USP	50 @ 65	trate	3 10 @ 3 27
Guaia	@ 1 10	Turpentine, bbl.	@ 1 46	Borax xtal or	
Guaia, pow'd	@ 1 25	Turpentine, less	1 50 @ 1 58	powdered	07 @ 13
Kino	@ 75	Wintergreen,		Cantharides, po	1 75 @ 7 00
Kino, powdered	@ 85	leaf	6 75 @ 7 00	Calomel	1 60 @ 1 77
Myrrh	@ 70	Wintergreen, sweet		Capsicum	50 @ 55
Myrrh, powdered	@ 75	birch	3 25 @ 3 60	Carmine	6 00 @ 6 60
Opium	9 00 @ 9 40	Wintergreen art	80 @ 1 10	Cassia Buds	25 @ 30
Opium, powd.	10 65 @ 11 00	Wormseed	5 00 @ 5 25	Cloves	50 @ 55
Opium, gran.	10 65 @ 11 00	Wormwood	17 00 @ 17 25	Chalk Prepared	14 @ 16
Shellac	1 00 @ 1 15	Potassium		Chloroform	45 @ 55
Shellac Bleached	1 05 @ 1 20	Bicarbonate	35 @ 40	Chlorine Hydrate	1 35 @ 1 85
Tragacanth, pw.	2 25 @ 2 50	Bichromate	15 @ 25	Cocaine	11 60 @ 12 25
Tragacanth	2 75 @ 3 25	Bromide	35 @ 45	Cocals, Buttr.	55 @ 60
Turpentine	25 @ 30	Bromide	30 @ 35	Corks, list, less	40 @ 50
Insecticides		Chlorate, gran'l	23 @ 30	Copperas	3 @ 10
Arsenic	12 @ 20	Chlorate, powd.		Copperas, Powd.	4 @ 10
Blue Vitriol, bbl.	@ 7 1/2	or xtal	16 @ 25	Corrosive Sublm	1 54 @ 1 71
Blue Vitriol, less 8 1/2 @ 15		Cyanide	35 @ 50	Cream Tartar	35 @ 45
Bordeaux Mix Dry 14 @ 29		Iodide	4 25 @ 4 50	Cuttie bone	55 @ 75
Hellebore, White	20 @ 30	Permanganate	45 @ 55	Dextrine	4 1/2 @ 15
powdered	20 @ 30	Prussiate, yellow	45 @ 55	Dover's Powder	3 50 @ 4 00
Insect Powder	45 @ 75	Prussiate, red	65 @ 75	Emery, All Nos.	10 @ 15
Lead Arsenate Po.	29 @ 31	Sulphate	35 @ 40	Emery, Powdered	8 @ 10
Lime and Sulphur		Roots		Epsom Salts, bbls.	@ 3 1/2
Dry	09 1/2 @ 23 1/2	Alkanet	@ 40	Epsom Salts, less 4 1/2 @ 9	
Paris Green	30 @ 43	Blood, powdered	30 @ 40	Ergot, powdered	1 75 @ 2 00
Leaves		Calamus	35 @ 75	Flake, White	15 @ 20
Buchu	1 75 @ 1 90	Elecampane, pwd	25 @ 30	Formaldehyde, lb.	13 @ 20
Buchu, powdered	@ 2 00	Gentian, powd.	20 @ 30	Gelatin	1 30 @ 1 50
Sage, Bulk	67 @ 70	Ginger, African,		Glassware, less 55 %.	
Sage, 1/2 loose	72 @ 78	powdered	23 @ 30	Glassware, full case 60 %.	
Sage, powdered	55 @ 60	Ginger, Jamaica	52 @ 60	Glauber Salts, bbl.	@ 03 1/4
Senna, Alex.	75 @ 80	Ginger, Jamaica,		Glauber Salts less 04 @ 10	
Senna, Tinn.	30 @ 35	powdered	42 @ 50	Glue, Brown	21 @ 30
Senna, Tinn. pow	25 @ 35	Goldenseal, pow.	5 50 @ 6 00	Glue, Brown Grd	12 1/2 @ 20
Uva Ursi	20 @ 25	Ipecac, powd.	@ 3 00	Glue, White	25 @ 35
Oils		Licorice, powd.	40 @ 45	Glue, White Grd.	30 @ 35
Almonds, Bitter,		Oris, powdered	30 @ 40	Glycerine	65 @ 75
true	10 50 @ 10 75	Poke, powdered	30 @ 35	Hops	6 06 @ 6 51
Almonds, Bitter,		Rhubarb, powd.	1 15 @ 1 25	Iodine	6 06 @ 6 51
artificial	2 50 @ 2 75	Rosinwood, powd.	30 @ 35	Iodoform	6 75 @ 7 20
Almonds, Sweet,		Sarsaparilla, Hond.		Lead Acetate	18 @ 25
true	1 00 @ 1 25	ground	1 25 @ 1 40	Lycopodium	1 50 @ 1 75
		Sarsaparilla Mexican,		Mace	75 @ 80
		ground	@ 65	Mace, powdered	95 @ 1 00
		Squills	35 @ 40	Menthol	8 50 @ 9 00
		Squills, powdered	60 @ 70	Morphine	3 70 @ 9 60
		Tumeric, powd.	15 @ 20	Nux Vomica	@ 30
		Valerian, powd.	40 @ 50	Nux Vomica, pow.	15 @ 25
		Seeds		Pepper, black, pow.	32 @ 35
		Anise	33 @ 35	Pepper, White	40 @ 45
		Anise, powdered	38 @ 40	Pitch, Burgundy	10 @ 15
		Bird, ls	13 @ 15	Quassia	12 @ 15
		Canary	9 @ 15	Quinine	72 @ 1 33
		Caraway, Po.	40 28 @ 35	Rochelle Salts	30 @ 40
		Cardamon	1 50 @ 1 75	Saccharine	@ 30
		Celery, powd.	45 35 @ 40	Salt Peter	11 @ 22
		Coriander pow.	30 20 @ 25	Seidlitz Mixture	30 @ 40
		Dill	10 @ 20	Soap, green	15 @ 20
		Fennel	25 @ 35	Soap mott cast.	22 1/2 @ 25
		Flax	08 1/2 @ 13	Soap, white castile	case @ 11 50
		Flax, ground	08 1/2 @ 13	Soap, white castile	less, per bar @ 1 25
		Foenugreek pow.	10 1/2 @ 15	Soda Ash	04 @ 10
		Hemp	8 @ 15	Soda Bicarbonate	3 1/2 @ 10
		Lobelia, Powd.	@ 1 50	Soda, Sal	03 @ 08
		Mustard, yellow	12 1/2 @ 20	Spirits Camphor	@ 1 35
		Mustard, black	15 @ 20	Sulphur, roll	@ 4 @ 10
		Poppy	30 @ 40	Sulphur, Subl.	4 1/2 @ 10
		Quince	2 25 @ 2 50	Tamarinds	20 @ 25
		Rape	15 @ 20	Tartar Emetic	70 @ 75
		Sabadilla	20 @ 30	Turpentine, Ven.	60 @ 65
		Sunflower	11 1/2 @ 15	Vanilla Ex. pure	1 75 @ 2 25
		Worm American	30 @ 40	Witch Hazel	1 47 @ 2 00
		Worm Levant	@ 4 00	Zinc Sulphate	@ 06 @ 15

Summertime, 55c Pails 6 50
Sweet Tip Top, 10c, dz 96
Velvet, Cut Plug, 10c 96
Velvet, Cut Plug, tins 1 53
Velvet, Cut Plug, 8 oz. 6 72
Velvet, C. Pl., 16 oz. 15 84
Yum Yum, 10c, doz. 96
Yum Yum, 70c pails 6 80

P. Lorillard's Brands.

Beechnut Scrap, doz. 96
Buss, L. C., 10c, doz. 96
Buss, L. C., 35c, doz. 3 30
Buss, L. C., 80c, doz. 7 90
Chips, P. C., 10c, doz. 96
Honest Scrap, doz. 96
Open Book Scrap, dz. 96
Stag, Cut P., 10c, doz. 96
Union Leader, 10c tin 96
Union Leader, 50c tin 4 80
Union Leader, \$1 tin 9 60
Union Leader, 10c, dz. 96
Union Leader, 15c, dz. 1 44
War Path, 35c, doz. 3 35

Scotten Dillon Co. Brands

Dan Patch, 10c, doz. 96
Dillon's Mixture, 10c 96
G. O. P., 35c, doz. 3 00
G. O. P., 10c, doz. 96
Loredo, 10c, doz. 96
Peachy, Do. Cut, 10c 96
Peachy Scrap, 10c, doz. 96
Peninsular, 10c, doz. 96
Peninsular, 8 oz., dz. 3 00
Reel Cut Plug, 10c, doz. 96
Union Workman Scrap, 10c, doz. 96
Way Up, 10c, doz. 96
Way Up, 8 oz., dz. 2 25
Way Up, 16 oz., doz. 7 10
Way Up, 16 oz. pails 7 40
Yankee Girl Scrap, 10c 96

Pinkerton Tobacco Co. Brands.

American Star, 10c, dz 96
Big 9, Clip, 10c, doz. 96
Buck Shoe Scrap, 10c 96
Pinkerton, 30c, doz. 2 40
Pay Car Scrap, 10c, dz 96
Pinch Hit Scrap, 10c 96
Red Man Scrap, 10c 96
Red Horse Scrap, 10c 96

J. J. Bagley & Co. Brands.

Broadleaf, 10c 96
Buckingham, 10c, doz. 96
Buckingham, 15c tins 1 44
Gold Shore, 15c, doz. 1 44
Hazel Nut, 10c, doz. 96
Kleeko, 25c, doz. 2 40
Old Colony, Pl. C. 17c 1 53
Old Crop, 50c, doz. 4 80
Red Band, Scrap, 10c 96
Sweet Tip, 15c, doz. 1 44
Wild Fruit, 10c, doz. 96
Wild Fruit, 15c, doz. 1 44

Independent Snuff Co. Brands

New Factory, 10c, doz. 96
New Factory Pails, dz 7 60

Schmidt Bros. Brands

Eight Bros., 10c, doz. 96
Eight Bros., Pails, dz. 8 40

R. J. Reynolds Tobacco Co. Brands.

George Washington, 10c, doz. 96
Old Rover, 10c, doz. 96
Our Advertiser, 10c, 96
Prince Albert, 10c, dz. 36
Prince Albert, 17c, dz. 1 53
Prince Albert, 8 oz. tins, without pipes 6 72
Prince Albert, 8 oz. and Pipes, 8 oz. 8 84
Prince Albert, 16 oz. 12 96
Stud, Gran. 5c, doz. 4 80
Whale, 16 oz., doz. 4 80

Block Bros. Tobacco Co.

Mail Pouch, 10c, doz. 96

Falk Tobacco Co., Brands.

American Mixture, 35c 2 30
Arcadia Mixture, 25c 2 40
Champagne Sparklets, 30c, doz. 2 70
Champagne Sparklets, 90c, doz. 8 10
Personal Mixture 6 60
Perique, 25c, per dob. 2 25
Serene Mixture, 16c 1 60
Serene Mixture, 8 oz. 7 60
Serene Mixture, 16 oz 14 70
Tareyton Luncheon Mix- ture, 50c, doz. 4 00
Vintage Blend, 25c dz. 2 30
Vintage Blend, 80 tins 7 50
Vintage Blend, \$1.55 tins, doz. 14 70

Superba Tobacco Co. Brands.

Summy Boy Scrap, dz 96
Cigar Clippings
Havana Blossom, 10c 96
Havana Blossom, 40c 3 95
Knickerbocker, 6 oz. 3 00
Lieberman, 10c, doz. 96
W. O. W., 6 oz., doz. 3 00
Royal Major, 10c, doz. 96
Royal Major, 6 oz., dz. 3 00
Royal Major, 14 oz. dz 7 20

Larus & Bro. Co.'s Brands.

Edgeworth Ready Rub- bed, 17c Tins 1 62
Edgeworth Ready Rub- bed, 8 oz. tins, doz. 7 00
Edgeworth Ready Rub- bed, 16 oz. tins, dz. 14 50
Edgeworth Sliced Plug, 17c tins, doz. 1 62
Edgeworth Sliced Plug, 35c tins, doz. 3 55

United States Tobacco Co. Brands.

Central Union, 15c, dz. 1 44
Shag, 15c Tins, doz. 1 44
Shag, 15c Papers, doz. 1 44
Dill's Best, 16c, doz. 1 52
Dill's Best Gran., 16c 1 52
Dill's Best, 17c Tins 1 52

Snuff.

Copenhagen, 10c, roll 64
Seal Blandening, 10c 64
Seal Göteborg, 10c, roll 64
Seal SWE. Rapee, 10c 64
Seal Norkopping, 10c 64
Seal Norkopping, 1 lb. 85

CONFECTIONERY

Stick Candy Pails
Standard 16
Jumbo Wrapped 18
Sugar Stick, 600's 4 20
Big Stick, 20 Lb. case 18
Mixed Candy Pails
Kindergarten 18
Leader 18
X. L. O. 13
French Creams 18
Cameo 19
Grocers 11

Fancy Chocolates.

5 lb. Boxes
Bittersweets, Ass'ted 1 75
Choc Marshmallow Dp 1 60
Milk Chocolate A A 1 95
Nibble Sticks 2 00
Primrose Choc. 1 25
No. 12 Choc. 1 70
Chocolate Nut Rolls 1 90

Gum Drops Pails

Anise 17
Orange Gums 17
Challenge Gums 14
Favorite 20
Superior 19

Lozenges. Pails

A. A. Pep. Lozenges 16
A. A. Pink Lozenges 16
A. A. Choc. Lozenges 17
Motto Hearts 19
Malted Milk Lozenges 21

Hard Goods. Pails

Lemon Drops 19
O. F. Horehound Dps 19
Anise Squares 19
Peanut Squares 20
Horehound Tablets 20

Pop Corn Goods.

Cracker Jack, Prize 3 75
Checkers, Prize 3 75

Cough Drops

Putnam's 1 30
Smith Bros. 1 60

Package Goods

Creamery Marshmallows 4 oz. pkg, 12s, cart. 95
4 oz. pkg, 48s, case 3 75

Specialties.

Arcadian Bon Bons 19
Walnut Fudge 23
Pineapple Fudge 21
Italian Bon Bons 18
National Cream Mints 25
Silver King M. Mallows 30

CRISCO

3oz 24s and 12s.
Less than 5 cases 21
Five cases 20 1/4
Ten cases 20
Twenty-five cases 19 1/2
6s and 4s.
Less than 5 cases 20 1/4
Five cases 19 1/4
Ten cases 19 1/4
Twenty-five cases 19

COUPON BOOKS

50 Economic grade 2 50
100 Economic grade 4 50
500 Economic grade 20 00
1,000 Economic grade 37 50
Where 1,000 books are ordered at a time, special- ly print front cover is furnished without charge.

CREAM OF TARTAR

6 lb. boxes 38

DRIED FRUITS

Evap'd Apple, blk. 20

Apricots

Evaporated, Slab 30
Evaporated, Fancy 36

Citron

10 lb. box 46

Currants

Package, 15 oz. 18 1/2
Boxes, Bulk, per lb. 18

Peaches

Evap. Fancy, Unpeeled 21

Peel

Lemon, American 24
Orange, American 25

Raisins

Seeded, bulk 16
Seeded, 15 oz. pkg. 16
Seedless, Thompson 16
Seedless, 1 lb. pkg. 16

California Prunes

90-100 25 lb. boxes @10
80-90 25 lb. boxes @10 1/2
70-80 25 lb. boxes @11 1/2
60-70 25 lb. boxes @12 1/2
50-60 25 lb. boxes @13 1/2
40-50 25 lb. boxes @15 1/2
30-40 25 lb. boxes @18 1/2

FARINACEOUS GOODS

Beans
Med. Hand Picked 07
Cal. Limas 09
Brown, Swedish 08
Red Kidney 10

Farina

24 packages 2 10
Bulk, per 100 lbs. 06 1/2

Hominy

Pearl, 100 lb. sack 2 50

Macaroni

Domestic, 20 lb. box 07 1/2
Domestic, broken bbls. 06 1/2
Armours, 2 doz. 1 60
Fould's, 2 doz., 8 oz. 1 80
Quaker, 2 doz. 1 85

Pearl Barley

Chester 3 75

Peas

Scotch, lb. 07
Split, lb. 08

Sago

East India 07 1/2

Taploca

Pearl, 00 lb. sacks 07 1/2
Minute, 8 oz., 3 doz. 4 05
Dromedary Instant 3 50

FISHING TACKLE

Cotton Lines
No. 2, 15 feet 1 15
No. 3, 15 feet 1 60
No. 4, 15 feet 1 80
No. 5, 15 feet 1 95
No. 6, 15 feet 2 10

Linen Lines

Small, per 100 yards 6 65
Medium, per 100 yards 7 25
Large, per 100 yards 9 00

Floats

No. 1 1/2, per gross wd. 5 00
No. 2, per gross wd. 5 50
No. 2 1/2, per gro. wood 7 50

Hooks-Kirby

Size 1-12, per 1,000 1 05
Size 1-0, per 1,000 1 20
Size 2-0, per 1,000 1 45
Size 3-0, per 1,000 1 65
Size 4-0, per 1,000 2 10
Size 5-0, per 1,000 2 45

Sinkers

No. 1, per gross 65
No. 2, per gross 80
No. 3, per gross 90
No. 4, per gross 1 20
No. 5, per gross 1 60
No. 6, per gross 2 00
No. 7, per gross 2 60
No. 8, per gross 3 75
No. 9, per gross 5 20
No. 10, per gross 6 75

FLAVORING EXTRACTS

Jennings
Pure Vanilla
Turpeneless
Pure Lemon

Per Doz

7 Dram 1 35
1 1/4 Ounce 1 75
2 Ounce 2 75
2 1/2 Ounce 3 00
3 Ounce 3 25
4 Ounce 5 00
8 Ounce 8 50
7 Dram, Assorted 1 35
1 1/4 Ounce, Assorted 1 75

FLOUR AND FEED

Valley City Milling Co.
Lily White, 1/2 Paper sack 1 75
Harvest Grain, 2 1/2 Light Leaf Spring Wheat, 2 1/2
Roller Champion 2 1/2
Snow Flake, 2 1/2
Graham 25 lb. per cwt Golden Granulated Meal, 25 lbs., per cwt., N Rowena Pancake Com- pound, 5 lb. sack
Buckwheat Compound, 5 lb. sack

Watson Higgins Milling Co.

New Perfection, 1/8s 7 20
Red Arrow, 1/8s 7 80

Worden Grocer Co.

American Eagle, Quaker, Pure Gold, Forest King, Winner.

Meal

Gr. Grain M. Co.
Bolted 2 25
Golden Granulated 2 45

Wheat

No. 1 Red 90
No. 1 White 88

Oats

Carlots 41
Less than Carlots 48

Corn

Carlots 72
Less than Carlots 77

Hay

Carlots 18 00
Less than Carlots 22 00

Feed

Street Car Feed 30 00
No. 1 Corn & Oat Pd 30 00
Cracked Corn 30 00
Coarse Corn Meal 30 00

FRUIT JARS

Mason, pts., per gross
Mason, qts., per gross
Mason, 1/2 gal., gross
Ideal Glass Top, pts. 10 50
Ideal Glass Top, qts. 12 00
Ideal Glass Top, 1/2 gallon 16 00

GELATINE

Cox's 1 doz., large 1 90
Cox's 1 doz., small 1 25
Jello-O, 3 doz. 3 45
Knox's Sparkling, doz. 2 25
Knox's Acidul'd, doz. 2 25
Minute, 3 doz. 4 05
Plymouth, White 1 55

GRANULATED LYE.

Wanders.
Single cases 5 15
2 1/2 cases 5 04
5 1/2 cases 4 95
10 cases 4 87
1/2 cases, 24 to case 2 60

CHLORINATED LIME.

Single cases, case 4 60
2 1/2 cases, case 4 48
5 1/2 cases, case 4 40
10 cases, case 4 32
1/2 case, 25 cans to case, case 2 35

HIDES AND PELTS

Hides
Green, No. 1 13
Green, No. 2 12
Cured, No. 1 14
Cured, No. 2 13
Calfskin, green, No. 1 17
Calfskin, green, No. 2 15 1/2
Calfskin, cured, No. 1 13
Calfskin, cured, No. 2 16 1/2
Horse, No. 1 4 00
Horse, No. 2 3 00

Pelts

Old Wool 75@1 00
Lambs 50@1 00
Shearlings 50@1 00

Tallow

Prime @5
No. 1 @4
No. 2 @3

Wool

Unwashed, medium @33
Unwashed, rejects @23
Unwashed, medium @35

HORSE RADISH

Per doz., 7 oz. 1 25

JELLY AND PRESERVES

Pure, 30 lb. pails 3 00
Pure 7 oz. Asst., doz. 1 20
Buckeye, 22 oz., doz. 2 00
O. B., 15 oz., per doz. 1 40

JELLY GLASSES

8 oz., per doz. 35

MATCHES.

Blue Ribbon, 144 box 7 55
Searchlight, 144 box 8 00
Safe Home, 144 boxes 8 00
Red Stick, 720 lb bxs 5 50
Red Stick, 144 bxs 5 25

Cleveland Match Co. Brands

Old Pal, 144 Boxes 8 00
Buddie, 144 Boxes 5 75

Safety Matches.

Quaker, 5 gro. case 4 75
Red Top, 5 gro. case 5 25

MINCE MEAT.

None Such, 3 doz. 4 85
Quaker, 3 doz. case 4 00
Libby Kegs, Wet, lb. 25

MOLASSES.

New Orleans
Fancy Open Kettle 60
Choice 48
Good 36
Fair 32

Molasses in Cans.

Red Hen, 24, 2 lb. 2 60
Red Hen, 24, 2 1/2 lb. 3 25
Red Hen, 12, 5 lb. 3 10
Red Hen, 6, 10 lb. 2 80
Ginger Cake, 24, 2 lb. 3 00
Ginger Cake, 24, 2 1/2 lb. 3 80
Ginger Cake, 12, 5 lb. 3 75
Ginger Cake, 6, 10 lb. 3 50
Dove, 36, 2 lb. Wh. L. 5 60
Dove, 24, 2 1/2 lb. Wh. L. 5 20
Dove, 36, 2 lb. Black 4 30
Dove, 24, 2 1/2 lb. Black 3 90
Dove, 6, 10 lb. Blue L. 4 45
Palmetto, 36, 2 1/2 lb. 4 15

PICKLES

Medium Sour
Barrel, 1,200 count 13 00
Half bbls., 600 count 7 50
10 gallon kegs 5 50

Sweet Small

30 gallon, 2400 33 00
15 gallon, 2000 17 50
10 gallon, 800 12 75

Dill Pickles.

800 Size, 15 gal. 10 00

PIPES

Cob, 3 doz. in bx 1 00@1 20

PLAYING CARDS

No. 90 Steamboat 2 75
Blue Ribbon 4 25
Cricket 3 50
Bicycle 4 50

POTASH

Babbitt's 2 doz. 2 75

FRESH MEATS.

Beef.
Top Steers & Heifers 17
Good Steers & Heifers 15
Med. Steers & Heifers 13
Com. Steers & Heifers 11

Cows.

Top 12
Good 11
Medium 10
Common 08

NUTS.

Whole
Almonds, Terregona 22
Brazil, Large 14
Fancy mixed 21
Filberts, Sicily 16
Peanuts, Virginia, raw 08 1/2
Peanuts, Vir. roasted 10 1/2
Peanuts, Jumbo raw 09 1/2
Peanuts, Jumbo, rstd 12 1/2
Pecans, 3 star 22
Pecans, Jumbo 30
Walnuts, Grenoble 34
Walnuts, Sorento 35

Salted Peanuts

Fancy, No. 1 13
Jumbo 21

Shelled

Almonds, Spanish, 125 lb. bags 50
Filberts 50
Pecans 50
Walnuts 75

OLIVES.

Bulk, 2 gal. keg 3 00
Bulk, 3 gal. keg 4 50
Bulk, 5 gal. keg 7 00
Quart. jars, dozen 5 25
4 1/2 oz. Jar, plain, dz. 1 35
5 1/2 oz. Jar, pl., doz. 1 60
10 oz. Jar, plain, doz. 2 35
16 1/2 oz. Jar, Pl. doz. 3 50
3 1/2 oz. Jar, stuffed, 1 45
8 oz. Jar, Stuffed, doz. 4 40
12 oz. Jar, Stuffed, dz 4 50

PEANUT BUTTER.

Bel Car-Mo Brand
8 oz. 2 doz. in case 2 55
24 1 lb. pails 4 45
12 2 lb. pails 4 25
5 lb. pails 6 in crate 4 85
25 lb. pails 14 1/2
50 lb. tins 13 1/2

PETROLEUM PRODUCTS

Perfection Kerosine 12.6
Red Crown Gasoline 22.3
Tank Wagon 22.3
Gas Machine Gasoline 40.2
V. M. & P. Naptha 26.2
Capitol Cylinder 42.2
Atlantic Red Engine 23.2
Winter Black 13.7

Iron Barrels.

Medium Light 57.2
Medium heavy 59.

SALT	
Colonial 24 2 lb. ---	99
Med. No. 1 Bbl. ---	2 70
Med. No. 1, 100 lb. bbl.	90
Farmer Spec., 70 lb. ---	56
Packers Meat, 56 lb. ---	56
Packers for ice cream	
100 lb., each ---	95
Blocks, 50 lb. ---	47
Butter Salt, 280 lb bbl. ---	4 50
Baker Salt, 280 lb. bbl. ---	4 25
100, 3 lb. Table ---	6 07
60, 5 lb. Table ---	5 57
30, 10 lb. Table ---	5 30
28 lb. bags, butter ---	48



Per case, 24 2 lbs. --- 2 40
Five case lots --- 2 30

SHOE BLACKENING.	
2 in 1, Paste, doz. ---	1 35
E. Z. Combination, dz. 1 35	
Dri-Foot, doz. ---	2 00
Bixbys, Doz. ---	1 35
Shinola, doz. ---	85

STOVE POLISH.	
Blackline, per doz. ---	1 35
Black Silk Liquid, dz. 1 40	
Black Silk Paste, doz. 1 25	
Enamaline Paste, doz. 1 35	
Enamaline Liquid, dz. 1 35	
E. Z. Liquid, per doz. 1 40	
Radium, per doz. ---	1 85
Rising Sun, per doz. 1 35	
654 Stove Enamel, dz. 2 85	
Vulcanol, No. 5, doz. 95	
Vulcanol, No. 10, doz. 1 35	
Stovall, per doz. ---	3 00

SOAP.	
Am. Family, 100 box 5 75	
Export, 120 box ---	4 65
Flake White, 100 box 4 50	
Fels Naptha, 100 box 5 60	
Grdma White Na. 100s 4 85	
Rub No More White	
Naptha, 100 box ---	5 00
Swift Classic, 100 box 4 90	
20 Mule Borax, 100 bx 7 55	
Wool, 100 box ---	6 50
Fairy, 100 box ---	5 50
Jap Rose, 100 box ---	7 85
Palm Olive, 144 box 11 00	
Lava, 100 box ---	4 75
Pummo, 100 box ---	4 85
Sweetheart, 100 box ---	5 70
Grandpa Tar, 50 sm. 2 00	
Grandpa Tar, 50 Lge 3 35	
Fairbank Tar, 100 bx 4 00	
Trilby, 100, 12c ---	8 50
Williams Barber Bar, 9s 50	
Williams Mug, per doz. 48	

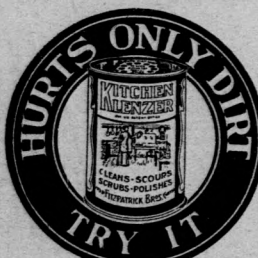
Proctor & Gamble.	
5 box lots, assorted	
Ivory, 100, 6 oz. ---	6 50
Ivory Soap Flks., 100s 8 00	
Ivory Soap Flks., 50s 4 10	
Lenox, 120 cakes ---	4 50
P. & G. White Naptha 5 00	
Star, 100 No. 11 cakes 5 25	
Star Nap. Pow. 60-16s 3 65	
Star Nap. Pw., 100-10s 3 85	
Star Nap. Pw., 24-60s 4 85	

Tradesman Brand.
Black Hawk, one box 4 50
Black Hawk, five bxs 4 25
Black Hawk, ten bxs 4 00

Box contains 72 cakes. It is a most remarkable dirt and grease remover, without injury to the skin.

CLEANSERS.

KITCHEN LENZER



80 can cases, \$4.80 per case

WASHING POWDERS.

Bon Ami Pd, 3 dz. bx 3 75	
Bon Ami Cake, 3 dz. 3 25	
Chimaine, 4 doz. ---	4 20
Grandma, 3 doz. ---	3 90
Grandma, 24 Large ---	3 80
Gold Dust, 100s ---	4 00
Gold Dust, 12 Large 3 20	
Golden Rod, 24 ---	4 25

Jinx, 3 doz. ---	4 50
La France Laun, 4 ds. 3 70	
Luster Box, 54 ---	3 75
Miracle Cm, 4 oz. 3 ds. 4 00	
Miracle C, 16 oz., 1 ds. 4 00	
Old Dutch Clean, 4 dz 4 00	
Queen Ann, 60 oz. ---	2 40
Rinsol, 100 oz. ---	6 40
Rub No More, 100, 10 oz. ---	3 85
Spotless Cleanser, 48, 20 oz. ---	3 85
Sani Flush, 1 doz. ---	2 25
Sapolo, 3 doz. ---	3 15
Soapine, 100, 12 oz. ---	6 40
Snowboy, 100, 10 oz. 4 00	
Snowboy, 24 Large ---	4 70
Speedee, 3 doz. ---	7 20
Sunbrite, 72 doz. ---	4 00
Wyandotte, 48 ---	4 75

SPICES.

Whole Spices.	
Allspice, Jamaica ---	@13
Cloves, Zanzibar ---	@45
Cassia, Canton ---	@16
Cassia, 5c pkg., doz. ---	@40
Ginger, African ---	@15
Ginger, Cochinchina ---	@20
Mace, Penang ---	@70
Mixed, No. 1 ---	@22
Mixed, 5c pkgs., doz. ---	@45
Nutmegs, 70-80 ---	@40
Nutmegs, 105-110 ---	@38
Pepper, Black ---	@15

Pure Ground in Bulk

Allspice, Jamaica ---	@16
Cloves, Zanzibar ---	@50
Cassia, Canton ---	@22
Ginger, African ---	@22
Mustard ---	@28
Mace, Penang ---	@75
Nutmegs ---	@32
Pepper, Black ---	@18
Pepper, White ---	@32
Pepper, Cayenne ---	@32
Paprika, Spanish ---	@32

Seasoning

Chili Powder, 15c ---	1 35
Celery Salt, 3 oz. ---	95
Sage, 2 oz. ---	90
Onion Salt ---	1 35
Garlic ---	1 35
Ponety, 3 1/2 oz. ---	3 25
Kitchen Bouquet ---	3 25
Laurel Leaves ---	20
Marjoram, 1 oz. ---	90
Savory, 1 oz. ---	90
Thyme, 1 oz. ---	90
Tumeric, 2 1/2 oz. ---	90

STARCH

Corn	
Kingsford, 40 lbs. ---	11 1/4
Powdered, bags ---	03
Argo, 48 1 lb. pkgs. ---	3 75
Cream, 48-1 ---	4 80
Quaker, 40 1 ---	6
Gloss	
Argo, 48 1 lb. pkgs. ---	3 75
Argo, 12 3 lb. pkgs. ---	2 74
Argo, 8 5 lb. pkgs. ---	3 10
Silver Gloss, 48 1s ---	11 1/4
Elastic, 64 pkgs. ---	5 35
Tiger, 48-1 ---	2 85
Tiger, 50 lbs. ---	05 1/2

SYRUPS

Corn	
Blue Karo, No. 1 1/2, 2 doz. ---	1 88
Blue Karo, No. 5, 1 dz 2 60	
Blue Karo, No. 10, 1/2 doz. ---	2 40
Red Karo, No. 1 1/2, 2 doz. ---	2 00
Red Karo, No. 5, 1 dz 2 80	
Red Karo, No. 10, 1/2 doz. ---	2 60
Maple Flavor.	
Karo, 1 1/2 lb., 2 doz. ---	3 95
Karo, 5 lb., 1 doz. ---	6 15
Maple and Cane	
Kanuck, per gal. ---	1 50
Sugar Bird, 2 1/2 lb., 2 doz. ---	9 00
Sugar Bird, 8 oz., 4 doz. ---	12 00
Maple.	
Johnson Purity, Gal. 2 50	
Johnson Purity, 4 doz., 18 oz. ---	18 50
Sugar Syrup.	
Domino, 6 5 lb. cans 2 50	
Bbls., bulk, per gal. ---	30
Old Manse.	
6, 10 lb. cans ---	10 40
12, 5 lb. cans ---	11 40
24, 2 1/2 lb. cans ---	12 40
24, 1 1/4 lb. cans ---	7 00
5 gal. jacket cans, ea. 8 15	
36, 8 oz. bottles ---	5 75
24, pint bottles ---	7 25
24, 18 oz. bottles ---	7 75
12, quart bottles ---	6 25
Silver Kettle.	
6, 10 lb. cans ---	8 40
12, 5 lb. cans ---	9 15
24, 2 1/2 lb. cans ---	10 15
48, 1 1/4 lb. cans ---	12 00
5 gal. jacket cans, ea. 6 80	
36, 8 oz. bottles ---	4 90
24, pint bottles ---	6 00
24, 18 oz. ---	6 25
12, quart bottles ---	5 25
Ko-Ka-Ma.	
6, 10 lb. cans ---	5 40
12, 5 lb. cans ---	5 90
24, 2 1/2 lb. cans ---	6 65
5 gal. jacket cans, ea. 4 15	
24, pint bottles ---	4 50
24, 18-oz. bottles ---	4 75

TABLE SAUCES.	
Lea & Perrin, large. ---	6 00
Lea & Perrin, small. ---	3 25
Pepper ---	1 60
Royal Mint ---	2 40
Tobasco ---	2 75
Sho You, 9 oz., doz. ---	2 70
A-1, large ---	5 75
A-1, small ---	3 60
Capers ---	1 90

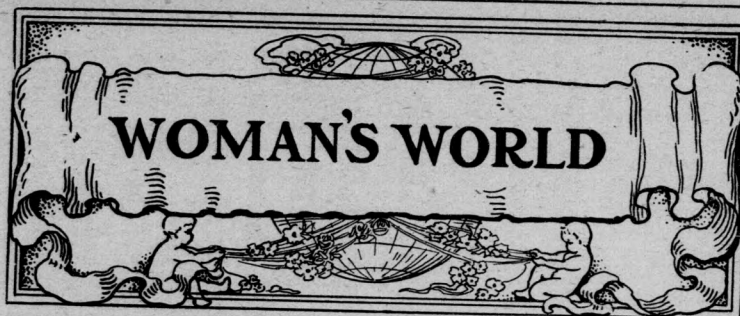
TEA.

Japan.	
Medium ---	34@38
Choice ---	45@56
Fancy ---	58@60
No. 1 Nibbs ---	62
1 lb. pkg. Siftings ---	18
Gunpowder	
Choice ---	28
Fancy ---	38@40
Ceylon	
Pekoe, medium ---	33
Melrose, fancy ---	56
English Breakfast	
Congou, Medium ---	28
Congou, Choice ---	35@36
Congou, Fancy ---	42@43
Oolong	
Medium ---	36
Choice ---	45
Fancy ---	50

TWINE

Cotton, 3 ply cone ---	36
Cotton, 3 ply balls ---	38
Wool, 6 ply ---	20
VINEGAR	
Cider, 40 Grain ---	28@30
White Wine, 40 grain 17	
White Wine, 80 grain 22	
Oakland Vinegar & Pickle Co.'s Brands. ---	
Oakland Apple Cider ---	35
Blue Ribbon Corn ---	22
Oakland White Pickling ---	21
Packages no charge.	
WICKING	
No. 0, per gross ---	60
No. 1, per gross ---	85
No. 2, per gross ---	1 10
No. 3, per gross ---	1 85
Peerless Rolls, per doz. ---	45
Rochester, No. 2, doz. ---	50
Rochester, No. 3, doz. ---	2 00
Rayo, per doz. ---	90

WOODENWARE	
Baskets	
Bushels, narrow band, wire handles ---	1.90
Bushels, narrow band, wood handles ---	2 00
Bushels, wide band ---	2 10
Marked, drop handle ---	75
Market, single handle ---	80
Market, extra ---	1 25
Splint, large ---	8 50
Splint, medium ---	7 50
Splint, small ---	7 00
Churns	
Barrel, 5 gal., each ---	2 40
Barrel, 10 gal., each ---	2 55
3 to 6 gal., per gal. ---	16
Egg Cases	
No. 1, Star Carrier ---	5 00
No. 2, Star Carrier ---	10 00
No. 1, Star Egg Trays ---	4 50
No. 2, Star Egg Tray ---	9 00
Mop Sticks	
Trojan spring ---	2 00
Eclipse patent spring ---	2 00
No. 2, pat. brush hold ---	2 00
Ideal, No. 7 ---	1 25
12 oz. Cot. Mop Heads ---	1 80
16 oz. Cot. Mop Heads ---	2 40
Pails	
10 qt. Galvanized ---	2 00
12 qt. Galvanized d. ---	2 20
14 qt. Galvanized ---	2 40
12 qt. Flaring Gal. Ir. ---	6 75
10 qt. Tin Dairy ---	4 25
12 qt. Tin Dairy ---	4 75
Traps	
Mouse, wood, 4 holes ---	60
Mouse, wood, 6 holes ---	70
Mouse, tin, 5 holes ---	65
Rat, wood ---	1 00
Rat, spring ---	1 00
Mouse, spring ---	30
Tubs	
Large Galvanized ---	7 80
Medium Galvanized ---	6 75
Small Galvanized ---	6 00
Washboards	
Banner Globe ---	5 75
Brass, Single ---	6 75
Glass, Single ---	7 00
Double Peerless ---	8 25
Single Peerless ---	7 50
Northern Queen ---	6 25
Universal ---	7 50
Window Cleaners	
12 in. ---	1 65
14 in. ---	1 85
16 in. ---	2 30
Wood Bowls	
13 in. Butter ---	5 00
15 in. Butter ---	9 00
17 in. Butter ---	13.00
19 in. Butter ---	25.00
WRAPPING PAPER	
Fibre, Manila, white ---	05 1/2
No. 1 Fibre ---	07 1/2
Butchers Manila ---	06
Kraft ---	09
YEAST CAKE	
Magic, 3 doz. ---	2 70
Sunlight, 3 doz. ---	2 70
Sunlight, 1 1/2 doz. ---	1 35
Yeast Foam, 3 doz. ---	2 70
Yeast Foam, 1 1/2 doz. ---	1 35
YEAST-COMPRESSED	
Fleischman, per doz. ---	28



Childhood the Time For Learning Mother Tongue.

Written for the Tradesman.

When I was a girl in school, "composition writing" was a bug-bear; largely, I am very sure, because I was required to write on subjects very far from my own life, and usually very far outside of the field of my interests and my knowledge. What could a little girl know of "Socialism" or of "Egyptian Explorations," two of the subjects that I remember? Oh, yes, and "The Seasons," and "Courage," and "Across the Threshold"? How could a teacher get anything worth while out of children about such subjects? We were too young to have interest even in reading about them. Children in their early teens are incapable of abstractions such as these; they are altogether concrete in their interests.

It is very different now. For the most part, teachers are using common sense; they are asking children to write on subjects that they know something about; to tell of things seen with their own eyes or done with their own hands. They are not confining study of "English" to the reading of classical literature and writing correctly, but are having the boys and girls in their classes tell about every-day experiences.

I have been watching with much interest the development of the use of English in a boy I have known since he was a baby. I remember that when he was only nine years old he gave to us during a visit at his home one evening a really delightful travel-talk, displaying with his new "radiopticon" picture postcards and photographs of places and things he had seen during the summer. It was a great experience for the boy, and helped him to confidence and facility in expression of his ideas. This boy when he went to college was a ready writer and

speaker, and his fellow-students envied his "easy manner" in taking part in discussion.

Wise and well-trained teachers nowadays encourage their pupils to give five and ten-minute "lectures," allowing the others to criticize, so that all may get used to criticism, whether of subject-matter, repetitions, "hemming and hawing," broken construction, obscurity, or other faults. Lecture work like this is paralleled by dramatization wherein the pupil learns the value of words and inflection and the difference between writing and speech and the limitations of each.

The work in "English" must be closely related to the study in other subjects. The connection is not sufficiently emphasized in most schools, and scarcely at all in the average home. Few parents display much interest in what their children are studying, rarely bringing out in the family conversations the things that the children are learning at school.

Why not encourage the children at home to make up little plays, dramatizing a bit of their history, a story in literature? The child delights to throw himself into an impersonation, and so lose timidity and self-consciousness. All his after life, in business and society, will be the more efficient and powerful for just such simple things as this.

Teachers who used to be overburdened with the reading and correction of numberless inane and perfunctory compositions on absurd subjects of which the children could know nothing are learning that English can be taught by the direct method of speaking; that writing is only one method of expression. Where both methods of expression are used, with wide scope for originality and the discussion of things in which the children are interested, the pupils gain

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visibly in freedom, vigor, and enthusiasm.

We get our vocabularies from reading, speaking and writing; but mostly from our own free, spontaneous use of them in the discussion of things in which we are interested. We read and understand the meaning of hundreds of words that we do not use, and speak in a way very different from that in which we write. Only by the free and constant inter-play of all three methods can we gain facility in expression.

Watch the small child in your home he is learning his speaking vocabulary chiefly from you and the neighbors and his playmates. Soon he will begin to read and write, and whether he gains vocabulary from that will depend almost entirely upon whether what he reads and writes gets into his life and daily use through the right sort of encouragement and practice.

With small children letter writing is the first step, and a good one if it is rightly used. It is a step between speaking and formal writing; it is confined to every-day language. It should be kept free to the greatest possible extent. The very best way to make children hate letter writing and prevent their ever being interesting correspondents is to be overcritical of details in these early efforts.

Youth is the time for learning languages, and especially for learning the right use of your own mother tongue by using it. Prudence Bradish.

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Proceedings of St. Joseph Bankruptcy Court.

St. Joseph, Sept. 18—In the matter of the Moline Milling Co., bankrupt, an order was entered by Judge Sessions, sustaining the ruling of the referee in disallowing the claim of VanderMeer & Buys and dismissing the petition which was filed for the sum of \$6,000, whereupon the referee directed the trustee to file his supplemental final report and account for the purpose of calling the final meeting of creditors for the payment of a final dividend and administration expenses. Creditors will receive further dividends of about 35 per cent.

Sept. 19—In the matter of John A. McCormick, bankrupt, of South Haven, an order was entered by the referee calling the first meeting of creditors at Hartford on Saturday, Sept. 30, for the purpose of proving claims, the election of a trustee and the examination of the bankrupt.

Sept. 20. In the matter of Cornelius Brown Co., a corporation, of Hopkins, bankrupt, schedules were filed showing the following creditors:

J. R. Glascott, Hopkins	\$ 888.80
Dan Muehe, Hopkins	166.27
Howard Bertch, Hopkins	31.87
Frank Tahaney, Hopkins	250.65
George Barnhardt, Hopkins	46.80
Baird Machine Co., Detroit	875.00
Barney & Smith Car Co., Dayton	1,863.00
Edwards & Chamberlain Co., Kalamazoo	470.20
L. Furman, Bay City	294.00
H. Kohnstamm & Co.	159.60
Leitelt Iron Works, Grand Rapids	147.63
R. A. Le Blanc, Allegan	375.99
A. S. Nichols Co., New York	250.00
Whitaker Paper Co., Detroit	268.88
Robert Bros., Hopkins	144.50
Barclay, Ayers & Bertsch, Grand Rapids	214.93
Chase & Woodruff, Kalamazoo	1,709.05
Corlett Stone Lumber Co., Kalamazoo	1,014.10
Holcomb Co., Grand Rapids	200.00
Hopkins State Bank, Allegan	4,830.00
Pulte Plumbing & Heating Co., Grand Rapids	628.17
Panville Co., Grand Rapids	105.54
Braudy & Sons, Grand Rapids	72.83
Fish & Fish, Allegan	31.00
Arco Co., Cleveland	56.00
Grasselli Chemical Co., Cleveland	37.58
Gray Orville, Hopkins	61.85
Merritt Engineering & Sales Co., Lockport, N. Y.	27.37
A. E. Knowlson Co., Grand Rapids	38.95
Mich. State Tele. Co., Hopkins	25.70
Glen Packard, Hopkins	45.50
Standard Oil Co., Grand Rapids	70.51
Notes given for labor claims	1,108.24
L. J. Adams, Hopkins	2.10
Allegan Gazette	23.11
Bardeen Paper Co., Otsego	19.50
Coats Co., Grand Rapids	5.23
Dendel's Dept. Store, Hopkins	4.50
D. A. Holman, Hopkins	2.50

Hopkins Booster, Hopkins	6.35
Hopkins Creamery, Hopkins	.65
Frank Lamphere, Hopkins	.40
Dr. N. E. Leighton, Hopkins	5.00
Lufkin Rule Co., Saginaw	2.18
J. D. McKinnon, Hopkins	1.49
Mausser & Green	9.00
OxWelding Co., Grand Rapids	18.82
Phillips Bros., Allegan	22.99
S. Simpson, Hopkins	15.00
Stalter Edge Tool Co., Grand R.	4.50

Total ----- \$20,286.65

Assets.
Machinery, tools, equipment, fixtures, belting, shafting, etc. ---\$1,500.00

Sept. 21—In the matter of Thomas I. Hamden, bankrupt, of Kalamazoo, the trustee having filed his final report and account showing total receipts of \$2,092.25 and disbursements of \$245.80, with balance on hand of \$1,846.45, an order was made calling the final meeting of creditors at the referee's office on Oct. 3 for the purpose of passing upon the trustee's final report and account and the declaration and payment of a first and final dividend, providing there are funds left to pay the same after the payment of the two preferred chattel mortgage claims amounting to \$1,450 and the other expenses. There are not sufficient funds to pay the administration expenses in full. Creditors were directed to show cause why a certificate should not be made recommending the discharge of the bankrupt.

Sept. 22—The District Judge, in the matter of Bressin & Schad, and Louis Bressin, bankrupt, of Allegan, upon the claim of Jennie B. Fouch, administrator made an order affirming the ruling of the referee in disallowing the claim as a secured or preferred claim, but allowing the same as an ordinary or unsecured claim. The trustee has been directed to file his final report and account preparatory to calling the final meeting of creditors for the purpose of proving claims, the declaration and payment of a first and final dividend and the payment of administration expenses. Creditors will receive dividends of 35 to 40 per cent.

Sept. 23—In the matter of Cornelius Brown Co., an order was entered by the referee calling the first meeting of creditors at the court house in Allegan on Oct. 3, for the purpose of proving claims, the election of a trustee, the examination of the officers of the bankrupt and the transaction of such other business as may properly come before the meeting.

The "I can't" of many men is made up of nine parts laziness and one part inability.

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Panel Percolator --(8 cup)	\$.97 each
Panel Sauce Pan --(1 qt.)	11.00 doz.
Preserving Kettle --(8 qt.)	2.00 doz.
Tea-Kettle --(5 qt.)	11.70 doz.
Double Boiler --(2 qt.)	17.80 doz.
Dish Pan --(10 qt.)	13.00 doz.
	12.00 doz.

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- No. 53 for Hotels, Clubs, Hospitals, Etc.
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- No. 64 for Meat Markets
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Advertisements inserted under this head for five cents a word the first insertion and four cents a word for each subsequent continuous insertion. If set in capital letters, double price. No charge less than 50 cents. Small display advertisements in this department, \$3 per inch. Payment with order is required, as amounts are too small to open accounts.

Want to hear from party owning a good general merchandise business or other business for sale. State cash price and particulars. John J. Black, 130 St., Chippewa Falls, Wisconsin. 854

Will pay cash for stock of shoes or clothing or general merchandise. Give full particulars in first letter. Answers confidential. E. A. Wilcox, 153 Langdon Ave., Grand Rapids, Mich. 916

For Sale—Progressive country hardware business. Stock, fixtures, and building, amounting to \$25,000. All or half interest for sale, because of the death of partner. Miller & Long, Vickeryville, Mich. 917

GROCERY CLERK WANTED—In a summer resort town. Permanent position to good all round energetic man. Must be able to decorate, write cards and also drive car. Send references and wages expected in first letter. Address No. 918, care Michigan Tradesman. 918

Open an accessory store and become independent, or add accessories to your other merchandise and make money. Write for a copy of the Blakeslee success, it is free. The most gripping merchandise story ever printed.
E. A. BOWMAN, Inc.
41 Harper Avenue, Detroit, Mich.

For Sale or Trade—Fine stock of implements, hardware and groceries in live town in Central Michigan. Sales about \$20,000 per year. Business established thirty years. Good buildings. Age reason for selling. Address No. 919, care Michigan Tradesman. 919

For Sale—The Trumble Hotel, Evart, Mich. Thirty days only. The best hotel proposition in Central Michigan. No competition. No agents. J. A. Harper, Owner. 920

WANTED—Several first-class wood carvers interested in taking up same line of work in soft limestone. Permanent positions for right parties. No labor troubles. Splendid wages. Box 256, Bedford, Ind. 921

REBUILT CASH REGISTER CO., Inc.

Cash Registers, Computing Scales, Adding Machines, Typewriters And Other Store and Office Specialties.
122 N. Washington, SAGINAW, Mich.
Repairs and Supplies for all makes.

Wanted—Man to sell clothing and shoes. Address The Hub Department Store, Sault Ste. Marie, Mich. 909

Wanted—Man experienced in general line of merchandise, to trim and take care of advertising and card writing. Address The Hub Department Store, Sault Ste. Marie, Mich. 910

Position Wanted—By man with twelve years experience in general store, five years as buyer. Best of references. Address No. 913, care Michigan Tradesman. 913

LOOKING FOR SOMETHING GOOD?—Investigate this. Have other business, must sell store, groceries, shelf drugs, toilet articles, 5 and 10 cent lines. Live town, business good. Five rooms over store. Cheap rent, \$1,000 will handle. Address Box 350, Bad Axe, Mich. 915

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Small stock consisting of Groceries, Dry Goods and Shoes. Must be sold at once. Low rent.

THE ARROW SERVICE
Cor. Wealthy St. & Division Ave.
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Wanted to Purchase—Grocery or small stock of general merchandise. Address No. 912, care Michigan Tradesman. 912

For Sale—Cash registers and store fixtures. Agency for Standard computing scales. Dickery Dick, Muskegon, Mich. 643

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 274 East Hancock, Detroit. 566

Bell Phone 596 Citz. Phone 61366
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TO TRADE—I have a beautiful residence property in Reed City, well located, and modern in all of its appointments, to trade for real estate or a stock of merchandise. Address Lock Box 7, Reed City, Mich. 897

1000 letterheads or envelopes \$3.75.
Copper Journal, Hancock, Mich. 150

Will pay cash for whole stores or part stocks of merchandise. Louis Levingohn, Saginaw, Mich. 993

Want whole or part stocks shoes, men's wear or general mds. E. C. Greene & Co., Jackson, Mich. 887

For Sale—Good paying meat market in town of 800. Only market in town. Address No. 901, care Michigan Tradesman. 901

WANTED—Salesmen to handle the Dollar Arch as a side line. Liberal commission. When writing, state territory and frequency of covering. Homer Alden Co., North Attleboro, Mass. 905

FOR RENT—STORE BUILDING. SOLID BRICK, two floors, 30x135 feet. Known as the very BEST stand in the city of Negaunee, Mich. Has always commanded the leading business in dry goods, etc. A rare chance to go into business. M. C. Quinn, Negaunee, Mich. 906

FOR SALE—Cash grocery, rich farming community. New clean stock, low rent. No delivery in town. Retiring from business. A good proposition. \$2,500 will handle. Address Ernest Cornelissen, Bazine, Kansas. 907

For Sale—Counters, leather upholstered shoe benches, window dividers, glove counters, etc., at very low price. Apply to Mr. Glauze, Friedman-Spring Co., Grand Rapids, Mich. 908

GRAND RAPIDS SAFE CO.

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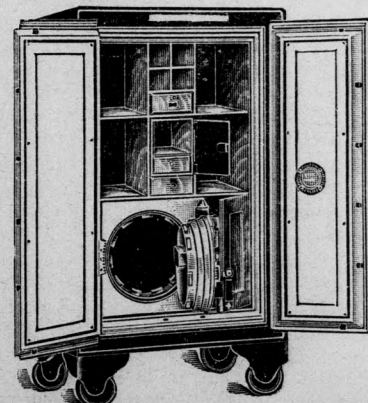
Fire and
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Vault Doors and Time Locks

Largest Stock in the State.

Grand Rapids Safe Co.

Grand Rapids, Mich.



Critical Situation on the Turkish Frontier.

Sept. 26—Smyrna in ashes!

The situation means war!

These and other equally alarming reports come from the Far East. Where now would the United States come in had we joined the league of nations, so much harped upon a few months ago? Right in the midst of a legion of troubles with the necessity for sending troops to Europe once again.

Those who advocated this country's forming a part of a league with the nations of the old world for the purpose of keeping the peace of that world may now be able to see how wise we were in refusing to form any part of such a league.

The best nations of Europe are likely to be drawn into another war because of the unscrupulous Turks, the fighting Greeks, and, last but not least, the machinations of Bolshevik Russia. We would not like to be held in the least degree responsible for those Eastern troubles in which we have no interest other than that of common humanity for wishing the peace of the world.

We are not in it this time. Blood has been shed all down the South-eastern slopes of Europe, and now that the Turk, the one-time "sick man of Europe," is on the rampage, it looks as though war on a considerable scale would soon be raging in that quarter. The duplicity of England and France in their diplomatic bargains is directly responsible, and this same diplomacy would have been the cause of the shedding of American soldier blood were we now linked up in that league so fiercely urged by the upholders of Wilsonism.

There is one alleged statesman who still urges that we enter the league—one J. Cox, of Ohio, who, it will be remembered once thought he was running for President in opposition to Warren G. Harding. Such statesmanship as his is very ill advised right now—in fact, rather childish—since the league of nations, so far as the United States tying up with it, is as dead as the proverbial door nail.

Although the big world war closed four years ago there has been no cessation of bloodshed since. Bolshevik Russia, together with Poland and some of the lesser members of European governments, have been at it hammer and tongs, with scarcely a breathing spell.

Now Mustapha Kemal Pasha is leading the Turkish hordes toward the Dardanelles, with the avowed object of capturing it, doubtless to be assisted by Russian troops, as intimated by Leon Trotzky. With Russia and Turkey in armed alliance the remainder of Europe may count on having their hands full to cope with the situation.

Just now it is evident the Allies made one big mistake when they consented to the continued autonomy of Turkey, a nation which has always been the plague of Europe. Prudent statesmanship would have decided against leaving the Turkish plague to still fester in the veins of European nationhood. It seems that jealousy between allied nations led to the saving of the Turkish cancer to continue poisoning the blood of surrounding peoples. And now that foolish policy is coming home to roost.

The only peace that Turkey is entitled to is utter and complete denationalization. There can be no permanent peace in Europe until this takes place. Germany, a little way off, is viewing the situation with complete and amiable satisfaction.

Suppose war should break out along the Dardanelles, how long would it be before the whole of continental Europe and like enough England would again be engaged in bloody war? With Turkey, Russia and Germany on one side, what might not be the fate of France and England in

that new war for the supremacy of empire?

We hesitate to believe this outbreak is imminent, and yet the fires of revolution are burning everywhere. Greece has fallen an easy prey to Turkish onslaught. Italy may or may not be involved, but one thing is assured, permanent peace in Europe is far, far away at this time, and we of the United States may thank our lucky stars that we refused to enter the league of nations, which has been the means rather than the prevention of renewed war.

Trotzky calls troops to colors; will rush army into war zone!

Is there any meaning to be attached to this? Only a wild newspaper headline, say you. True, perhaps, and yet who can doubt the intention of those Russian crazyheads to mix in a conflict which will involve continental Europe at the first available opportunity?

There has been a lot of small-brained figuring among the statesmen of the one-time allied nations to see how each one could put something over on his neighbor and add a little loot for his own country. The lack of honest, whole-souled dealing, one with another, has been detrimental to the peace and prosperity of those countries who came out of the big war victorious. They are, seemingly, going it blind, a thing that is to lead to any number of new complications, which surely will endanger the peace of Europe at a time when peace is the most desirable condition, and which is certainly necessary for the upbuilding of national life and prosperity.

England and France may well look sharply after their steps lest they precipitate the most unjust and causeless war ever started in this world of ours. Old Timer.

Quality Does Sell Canned Pineapple.

The quality influence in promoting the sale of canned foods is well and strikingly illustrated in the case of Hawaiian canned pineapple. A number of years ago canned pineapple was supplied by Baltimore from fruit imported from the West Indies, and was shipped and received in an imperfectly ripened state, because if shipped ripe it would spoil in transit. It was therefore fibrous and tough, and not very sweet until sugar was abundantly added. The pineapple which was canned in the Bahamas was subject to a duty of 20 per cent. which was afterward advanced to 30 per cent., and it was packed from the same kind of fruit or the same variety as was that packed in Baltimore except that it was better ripened, being packed near the fields where the fruit was grown. This variety was called by different names, the best known being Sugar Loaf. It was of a light color and was rather tough and fibrous.

The adding of the Hawaiian Islands to the United States and the discovery that the Cayenne variety of pineapple could be grown to perfection in the volcanic soil and tropical climate of the islands, gave rise first to the importation of the fruit to a limited extent, and afterward to the canning of limited quantities on the islands. Of course the product was admitted to the other parts of the United States free of duty. The quality at once gave the pack of Hawaii great prestige and there was an urgent demand for it. The production has grown now to nearly 6,000,000 cases per annum, and that amount is still insufficient to supply the demand. The

canners on the islands have taken great pains to keep up the quality of the product, and to improve it in every way possible. Not only that, but they kept the price down within reach of consumers and did not make the mistake, when they found it selling without limit, of advancing the price, thereby checking consumption; but they promptly increased the production in order to supply the demand.

The result has been wonderful and it looks as if there is no limit to the demand. Which is a practical demonstration of the fact that quality canning and wise management will sell canned foods. John A. Lee.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Sept. 26—Stockholders of the Daggett Canning Co. are requested to meet at Coopersville at 10 o'clock Saturday morning of this week to consider the consolidation of that corporation with the Thomas Canning Co. under the same or another name.

A. N. Borden is recovering from the effects of a broken rib, acquired while cranking his car some weeks ago.

The Pere Marquette local train from Detroit, arriving in Grand Rapids at 9:45 p. m., has been restored. Those who came in on it Monday night were forced to patronize taxi cabs. Owing to engine trouble, it did not arrive until nearly 2 a. m. Tuesday.

J. B. Olney "skidded" while unloading his grips at St. Joe last Thursday morning and was laid up the remainder of the week.

Rev. A. W. Wishart, who has crossed more seas, traversed more rivers, visited more countries and cities and climbed more mountains than any other man in Michigan, asserts that the view from the ridge road on the Old Mission Peninsula, North of Traverse City, is the finest view in the world—and he has seen all the vistas worth seeing. Six different bodies of water are distinctly visible from this point on a clear day—Lake Michigan, Lake Leelanau and West Bay on the West and East Bay, Torch Lake and Elk Lake on the East.

Let a man get the idea that he is being wronged, or that everything is against him, and you cut his earning capacity in two.

It is better to pass for a man of plain common sense, in ordinary conversation, than to attempt to be brilliant or facetious at an expense which you can not well bear for any length of time.

You may not be an Arctic explorer but it will pay you to experience the joy of self-discovery, for thereby you will open up whole continents of possibilities in your nature which might otherwise remain undiscovered.

Prosperity will speed up as soon as you do.

The man who sees only his selfish point of view shackles his possibilities to sell and places himself on the scroll of failures to satisfy.

The ideas that you master and the ideals that you impose on yourself measure how far you can go.

When we avoid our neighbor who is suffering, when we wrap ourselves in the cold blanket of selfishness, we forget the possibilities of real happiness, for true happiness comes only through sympathy and by comparison. The suffering of others softens our hearts and makes us sensible to our own blessings.

Every man has some outstanding quality that will work him into success if he will only work with it. The point is, find this necessary quality; and the punch is, work for all you are worth with it.

Refund the money or exchange the goods as cheerfully as you sold the article.

How To Make Use of a Trust Company.

Signalizing the completion of its thirty-third year in business, the Michigan Trust Company has just issued a new pocket-size booklet, entitled "Executor, Administrator, Trustee, Guardian, etc." To a man in the street it shows the "why" of a trust company; gives a narrative of the purposes served by this strong financial institution. Here is shown the division of its work into departments for the better handling of the different classes of property which come under its care.

As described in the little booklet, the trust company carries into its care of estates and accounting for the property of others, into its court work and into the active management of the business affairs of its clients as fine a system of labor-division as would be required in a modern industry. Each part is so dovetailed into the whole that error cannot creep in and responsibility never slackens.

The economies and guaranties gained by such a service, over the best endeavors of an individual in the same position are at once apparent. The paragraphs covering "cost" will be of particular interest to persons who wish to avail themselves of trust company service, but who may have regarded it as expensive.

The Michigan Trust Company is shown to be public-spirited and helpful to every trust coming under its care, from the financing and recovery of a disabled industry down to gratuitously administering the littlest fund to benefit a lone orphan; whether it accepts the custody and responsibility of millions or only rents a safety-box to a housemaid for the keeping of a few papers.

The possibilities are well indicated in connection with safe and profitable investment of savings; the building-up of living estates; relief from their care and management; and finally, taking upon its broad shoulders the protection of estates for the benefit of those who come after.

The new booklet is beautifully printed with special cover design and is a worthy member of the group of recent publications by the Michigan Trust Company. They are all well worth reading.

New Peanuts Are Due Soon.

New crop peanuts will soon be available in the Southeast and Southwest, although new stock will not be ready in Virginia until October. The condition of the crop Sept. 1 was far below normal in all sections, and the yield is expected to be at least 100,000,000 pounds less than that of last season. Rainy weather has interfered with work in the fields in Virginia and North Carolina and some peanut plantings became very grassy before they could be cultivated. In the Southeast the growing crop is in fair condition but the acreage is materially less than that of last year. Reports from Texas indicate that the outlook for the growing crop is poor, because of continued lack of rain. Crop failures may result in some sections from lack of rain and unless it rains soon it is said that many Texas farmers will begin gathering the vines and baling them for feed.

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